Incorporating *International Commerce*

APRIL 3, 1972

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Commerce Today

Coming Developments in Business and Technology

FROM THE
SECRETARY

Balancing Local Economic Growth

(This column was written by Robert A. Podesta, Assistant Secretary for Economic Development.)

President Nixon has pledged the full powers of the Federal Government to help local communities develop their human and natural resources to stimulate economic growth.

As a result of working in partnership with local communities since 1965 to create new jobs for the unemployed and to halt a crippling out-migration of the skilled labor force, we in the Economic Development Administration have come to these conclusions:

- To be successful, programs designed to meet the challenge of changing economic patterns of a specific area must have the full support of, and preferably be initiated locally by, the people concerned.
- Participation by business and civic leaders in the formulation of these plans to revitalize an area's economy is essential.

And this type of local initiative and concern underscores President Nixon's confidence in local planning and control of activities which affect communities. In presenting his revenue-sharing program he said:

"It makes elementary good sense to turn over some of the money collected by the Federal tax system to meet State and local needs. It makes good sense, because people on the scene are often the best judges of what those needs are."

EDA's programs are tailored to the pattern of local participation. Before an area can apply for assistance, it must appoint a representative body of local citizens who then prepare an Overall Economic Development Program. The OEDP contains an inventory of the resources available and recommendations on their development.

Once a community decides the manner in which it will proceed, the Department of Commerce through EDA stands ready to the extent funding permits with the necessary tools—grants and loans and technical assistance—to help turn the plans into reality.

Since 1965, EDA has approved:

- Nearly $1.1 billion in grants and loans for public works facilities. Projects approved for EDA assistance have included the development of port facilities, industrial parks, airports, expansion of sewer and water services and many others.
- $262,703,000 in loans to assist in the establishment of new businesses or the expansion of existing businesses.
- $64,637,000 in grants providing technical assistance to communities and businesses to decide the potential for economic growth and to create new jobs, and,
- $25,556,000 in grants to help communities and multi-county districts plan for growth.

Basic to this EDA record is the valuable assistance given by community business leaders in pinpointing the best directions for area development. Their expertise in analyzing the existing human and natural resources is essential to effective development plans.

How to utilize these resources to provide continuing economic growth will become even more complex in coming years as communities respond to President Nixon's call to participate in an "environmental awakening" to enhance the lives of their citizens.

It is a great challenge but one that can be met by cooperative local action working in partnership with EDA to determine how balanced economic growth can best be achieved—how planned development can provide needed employment opportunities and at the same time make these communities better places in which to live.

Robert A. Podesta

Commerce Today

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Vol. II, No. 13, April 3, 1972

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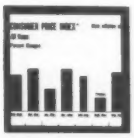

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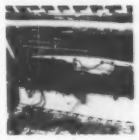

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COVER: *Minority businessmen who designed a baggage handling system for American Airlines terminal discuss it with the contractor at LaGuardia Airport, New York City. They are (left to right) Joe Draugelis, superintendent for the contractor, Paul Milan Associates; George Hanchard, of Ifill, Johnson, Hanchard, New York architects; and Fred Hannaham of Hannaham and Johnston, consulting engineers. See story concerning the President's proposal of more assistance to minority firms on Page 4.*

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ECONOMIC
HIGHLIGHTS

Prices Of Non-Food Consumer Items Increase Only Moderately In February

Economic Highlights is prepared by Dr. Harold C. Passer, Assistant Secretary for Economic Affairs, and is based on the latest economic indicators (see charts on adjoining page).

The prices of most of the items that consumers purchase increased only moderately in February, the third month of the Administration's Phase II anti-inflation program.

The major exception was food, which advanced sharply, primarily because of a large increase in only one category—meat. Prices of meat, as well as most other food products, frequently fluctuate widely in response to special demand-supply situations. Furthermore, raw agricultural products are exempt from the price control program. The Consumer Price Index in February increased 0.5 percent, or an annual rate of 6 percent, and about half of the increase was due to a sharp rise in the price of meats, especially beef. Prices of services rose only 0.2 percent (2.4 percent annual rate), while prices of non-food goods actually declined.

Prices outside the farm and food categories have advanced only moderately since the 90-day wage-price freeze that ended in November. The table below shows one-month changes while the charts on the opposite page show two and three-month changes.

CONSUMER PRICE INDEX
Major Categories
(Percent Change, Annual Rates)

	Dec.	Jan.	Feb.
The CPI	4.8	3.6	6.0
Food	8.4	−2.4	22.4
Non-Food Goods	3.6	2.4	−1.2
Services	3.6	6.0	2.4

The New Economic Policy that was initiated last August 15 was designed primarily to curb cost-push inflation, the type of price rise that results from cost increases even when demand is not increasing. These costs include wages, materials, and all the other costs of doing business.

Food prices are affected, of course, not only by the price at the farm, but also by all of the costs involved in processing the product and bringing it to the retail counter. These cost factors are subject to the price and wage control program. In fact, the first suit instituted by the Pay Board against payment of wages in excess of the guidelines involves retail meat cutters.

While the February increase in food prices was the largest in more than a decade, sharp up-and-down swings are the rule rather than the exception. For example, food prices declined in September, remained unchanged in October, moved up sharply in November and December, and then declined in January before rising in February.

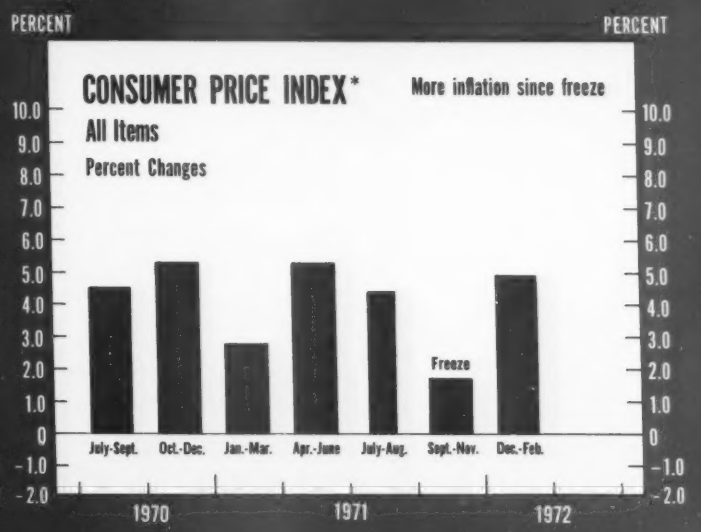
Some increase in the rate of inflation was expected at both wholesale and retail during the transition from the comprehensive wage-price freeze, which ran from August to November, to the more flexible Phase II stabilization program. Thus, a "bubble effect" was expected, particularly in wholesale industrial prices. Except for food, the rates of increase in the various categories were in line with expectations.

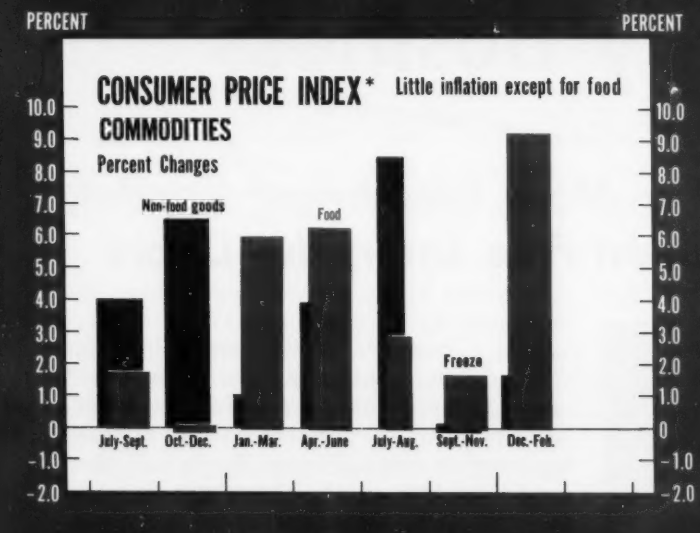
After the transition to Phase II has been completed, the rate of inflation, as measured by both the Consumer and Wholesale Price Indexes, is expected to moderate.

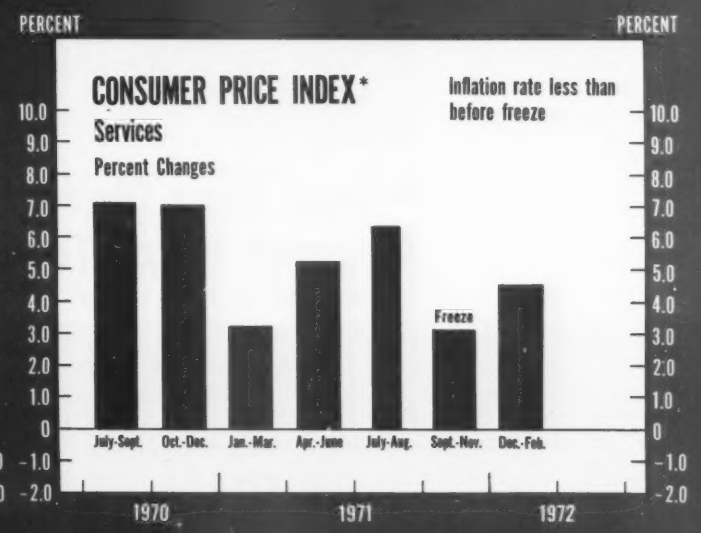
Other economic data

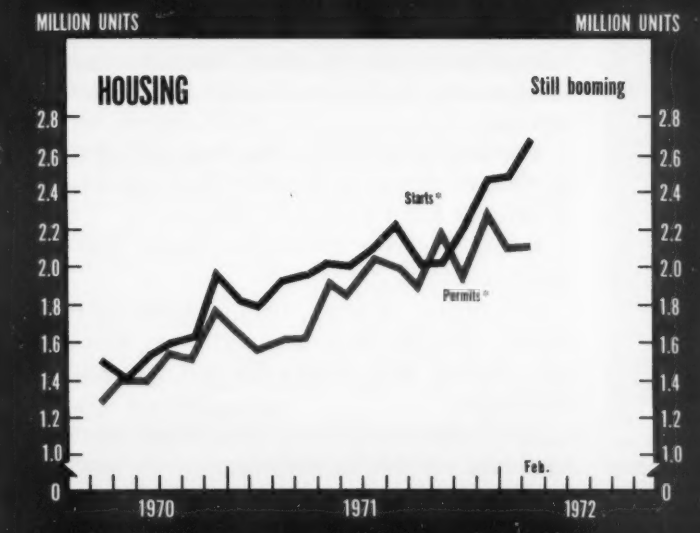
The homebuilding boom that started two years ago is continuing at a record pace. New factory orders for durable goods, a prime indicator of future manufacturing activity, is in a decisive uptrend.

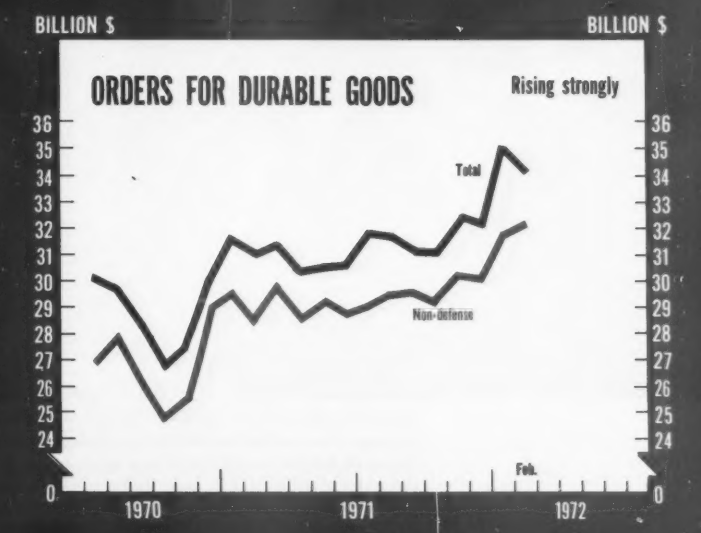
Latest Indicators











Annual rates
All data seasonally adjusted except services

Commerce Today

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April 3, 1972

President Requests New Laws To Bolster Program For Minority Business

Nixon Sees Need For More Investment Capital, Greater Help, To Open Free Enterprise Doors

SECRETARY EXPLAINS—*Secretary Peterson, discussing new plans for minority business development. Thomas Kleppe, administrator of the Small Business Administration (left), and John L. Jenkins, director of the Office of Minority Business Enterprise, shown in background, listen to outline of proposed law.*

In a message to Congress, President Nixon—reaffirming his commitment to the minority-owned business enterprise program—urged that body to approve his request for additional funds and new legislation, both of which have been designed to expand the opportunities of the disadvantaged population of this Nation in the business world.

Specifically, the President has asked the Congress for its help and cooperation in enacting:

- A budget request for the Commerce Department's Office of Minority Business Enterprise of $63.6 million for fiscal 1973.
- The Minority Enterprise Small Business Investment Act of 1972.
- A variety of other small business legislation currently pending in Congress which will directly and collaterally aid minority enterprise.

The President said that although new doors are being opened for millions of Americans in jobs, housing and education, "for blacks, Mexican-Americans, Puerto Ricans, Indians

BLACK-OWNED GROCERY—*Rose Hall rings up items for a customer at Triplett's Certified Grocery while James Graham, assistant manager, does the bagging. Chicago Economic Development Corp. assisted in negotiations for purchase and drawing up Small Business Administration loan package.*

and other minorities who have known discrimination, economic opportunity must also increasingly be made to mean a greater chance to know the satisfactions, the rewards and the responsibilities of business ownership."

Mr. Nixon pointed out that the principal need of minority business today is for a greater supply of investment capital. He added that "technical assistance, training, promotion and business opportunities are all fundamentally related to investment capital, that centripetal force which draws together the people, skills, equipment and resources necessary to operate a profitable business.

With Congressional approval of a fiscal year 1973 budget of $63.6 million for OMBE, together with the $40 million granted that agency during the last six month of fiscal year 1972, more than $100 million will be committed to that office for providing technical and managerial assistance to minorities who either are or want to go into business for themselves.

In addition, it will give OMBE a wider base for its coordination role for minority-controlled business, to strengthen the alliance it has built of government, the private sector and the minority community, working together to further minority business interests.

Mr. Nixon said that since the establishment of OMBE, "American minorities have gained greater access to both Government and private sector contracts and concessions, business loans and loan guarantees, technical and management assistance and other business aid."

No reduction

The President also stressed that this has been done without reducing programs available to non-minority small businessmen.

He added that Federal assistance by way of this program has increased from less than $200 million in 1969 when OMBE was established to more than $700 million today.

"And," he emphasized, "the $1 billion threshold for fiscal 1973—five times the 1969 level—is within reach."

OMBE itself does not loan monies to minority-owned businesses, but rather guides and promotes programs of agencies, organizations and companies that do make loans or give financial aid or grants to these businesses.

As such, the agency works closely with the Small Business Administration, which

BUSINESS PROPOSAL—*A prospective minority entrepreneur and his wife go over details of a business proposal with J. A. Barbour, counselor at the Chicago Economic Development Corp. south side office which sees more than 50 clients a week.*

MECHANIZED LAUNDRY—*Joseph Williams, a black businessman, checks flat production with one of his firm's 39 employees. This modern equipment can press up to 300 sheets and 600 pillow cases in an hour, enabling Arrow Laundry to offer a variety of special services to the firm's customers.*

licenses and regulates Minority Enterprise Small Business Investment Companies, or MESBICs as they are known.

One of the prime objectives of the President's request to Congress was for the enactment of the Minority Enterprise Small Business Investment Act of 1972.

A MESBIC is a small business investment company, defined by the proposed legislation, which invests solely in businesses owned by socially and economically disadvantaged persons . . . providing a base for special treatment for MESBICs in light of the extra risks inherent in minority business investments.

One of the major changes of the legislation now before Congress is to permit MESBICs to be organized as non-profit corporations.

Under the current law, these investment companies can only be established as profit corporations. With the capability of a MESBIC to be formed as a non-profit association, investors in the organization would receive tax benefits and could receive deductions for gifts to MESBICs. And charitable foundations which could now invest in MESBICs also would be eligible for exemptions, which in turn could increase resources available to finance MESBICs.

In addition to the non-profit clause, if passed, the new law would allow banks to own 100 percent of a MESBIC. (At present, banks have a 50 percent limit on MESBIC ownership.)

The MESBIC Act of 1972 also extends the pending bill S. 1905 (the proposed Small Business Amendments Act of 1971) to provide new incentives for increased private sector MESBIC investment as follows:

- Authorize SBA to purchase
  —$2 of debenture loans for every $1 of private capital of a MESBIC (as under the current law); and
  —$1 of a nonvoting, 3 percent cumulative preferred stock for every $1 of private capital of a MESBIC, on specific conditions designed to encourage MESBICs to raise a minimum private capital of $500,000 or more.
- Provide $3 of SBA leverage ($2 of debentures and $1 of preferred stock) for every $1 of private capital of a MESBIC having private capital of $500,000 or more (under current law, $3 for $1 leverage is available only for the amount of private capital in excess of $1 million).
- Reduce for the first five years of the term of a debenture loan the rate of interest by three full points (with a minimum rate of 3 percent).

The President also asked that Congress provide for an Assistant Secretary of Commerce for Minority Enterprise; that it pass the Small Business Amendments Act of 1971 and the Small Business Taxation Act of 1971, as well as the Indian Business Development Program Act and Indian Financing Act of 1971, and the D.C. Development Bank Act of 1971—all of which legislation has been developed to further minority participation in the American free enterprise system.

Secretary Peterson, at a press conference

announcing the President's actions, said that there are already some 47 MESBICs, capitalized at approximately $114 million from private and public sectors to be invested in minority ventures.

"These," he said, "are usually minority companies who know the areas and who know the people in those areas."

"This program," the Secretary continued, "not only bridges the gap from the point of the minority, but is specifically intended to bring the white business establishments closer to the minority groups."

The Secretary estimated that over 100 of America's top business corporations are deeply involved in so-called MESBICs. The enactment of the new act will allow many more to participate.

Peterson also called attention to the strides being made by technical organizations participating in the program. He cited the American Institute of Certified Public Accountants and the National Association of Accountants for their contribution of thousands of hours at no cost to help set up minority enterprises.

Need for cooperation

Thomas S. Kleppe, the Administrator of SBA, joined the Secretary at the conference and explained that in fiscal year 1971 19 percent of the dollars put out by SBA in their programs went to the minority community. He underlined the need for SBA to cooperate and coordinate with OMBE on the minority business programs.

Kleppe also indicated that strong sponsors in the United States are now coming forth with a great deal of management and technical assistance that is being made available to the minority small business community.

According to the Administrator this is coming because of a built-in partnership incorporated in the new legislation and proposals bringing together "the segment of American business with minority communities and with the Government to finance opportunities for minority small business to get started."

In response to a question concerning the non-profit organization possibility of future MESBICs, Secretary Peterson explained that this change in the Act is being requested so as to make available to MESBICs the widest possible amount of support, "because we have an incredibly important job to do here."

Although many MESBICs have been operating at a loss, Peterson pointed out that losses are not peculiar just to minority institutions, but also take place in other businesses.

He noted that 17 percent of the population of the United States is minority, but this segment of the population accounts for only seven-tenths of 1 percent of the business income in the country.

"Any enterprises that involve something new, and, quite frankly, involve small business in general," he said, "involve an element of risk."

Needs are great

The Secretary explained that if a nonprofit MESBIC should begin to generate profits, not only would it be required to distribute those funds for the purposes for which they were intended, but the needs in this program are so great that the issue will be which to select and not what to do with the undistributed funds.

Great strides have been made since 1969 in the field of minority business enterprise. Included in this progress is the advancement of minority-owned banks. Some $200 million was deposited in those banks this past year of which more than $100 million had been identified as the result of an OMBE-U.S. Treasury-sponsored program.

John L. Jenkins, Director of OMBE, announced that the American Bankers Association has also pledged $1 billion to minority business development over the next five years.

Secretary Peterson concluded that "you are seeing more and more businessmen who are willing to invest their own money, their own people, into minority business enterprises out of a social interest in our society.

"But I think they justify this program to their stockholders on the ground that it is absolutely essential that the entire American society not only survive but *thrive*. They have a long-term responsibility to see that that happens."

President Nixon said at the end of his Congressional message, "Hard work, private risk, initiative, and equal chance at success —these are the American way. Helping ensure for all our people an opportunity to participate fully in the economic system that has made America the world's strongest and richest Nation—this too is the American way. And this lies at the heart of our program for minority enterprise."

—Office of Minority Business Enterprise

Pollution-Free, Safer Cars To Mean Higher Costs To U.S. Motorists

Ad Hoc Committee's Report Stresses Complexities Of Problem; Urges Flexibility

By 1976, American drivers could be paying as much as $1,380 more for their new cars, just for the addition of pollution control equipment and safety devices required under Federal and state regulations.

Increases continue

The increase in costs for emission control and passenger safety does not stop there. A jump per car of an estimated $65 in operating expenses is projected, as well as a hike in the cost of gasoline of one cent per gallon.

These increases are predicted in the final report of the Ad Hoc Committee on the Cumulative Regulatory Effects on the Cost of Automotive Transportation (RECAT), prepared for the President's Office of Science and Technology.

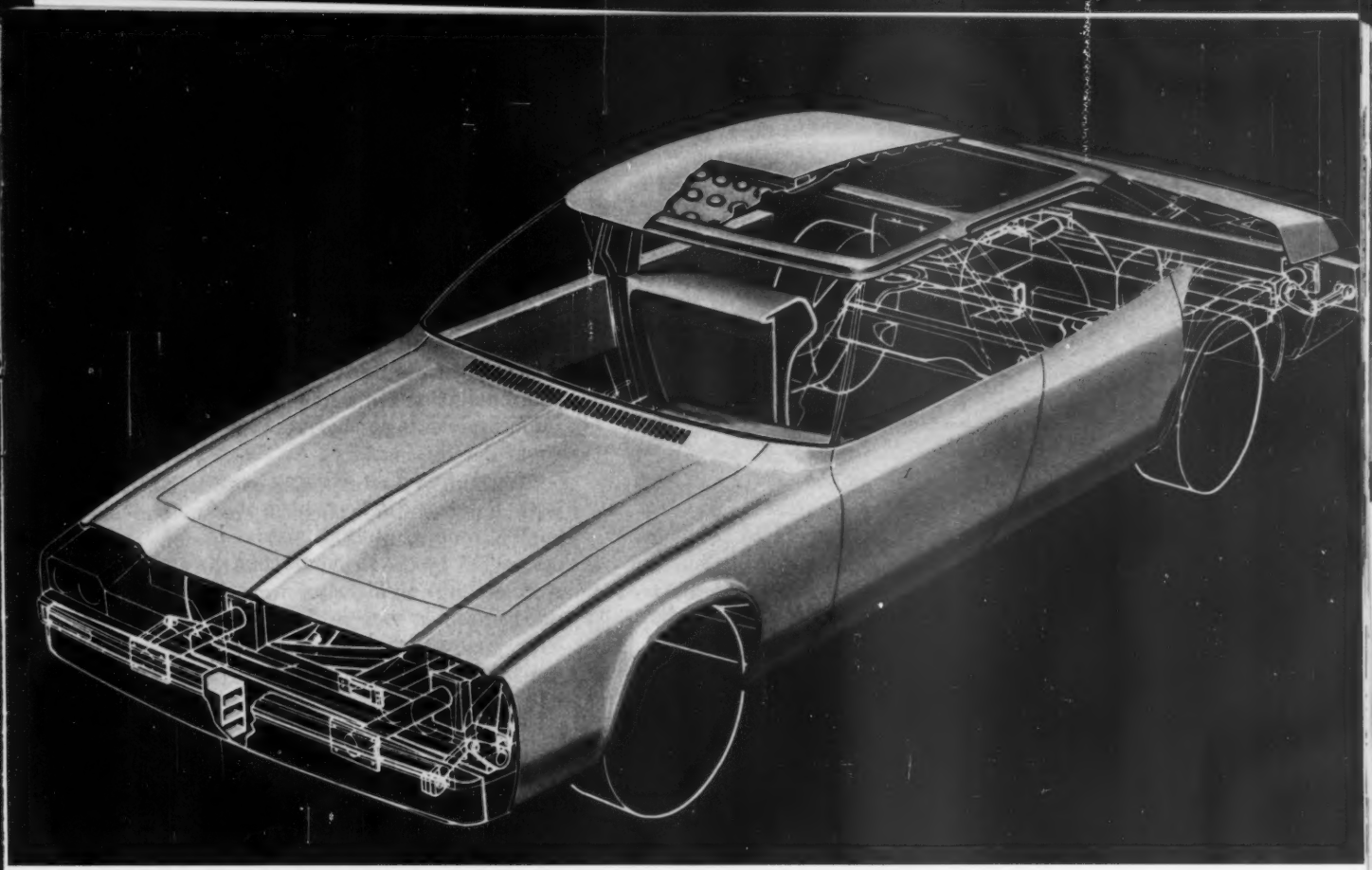
The $1,380 figure is the average increase in the retail price of an automobile reported by the U.S. automobile manufacturers—the RECAT committee, itself, estimates this jump in price at nearly $900 per car.

Regardless of the costs entailed, the U.S. public has got to measure these costs against the benefits it will receive from paying them. Will these costs be balanced or exceeded by the socially desirable goals that these actions are designed to achieve?

Wherever possible, the RECAT committee evaluated both costs and benefits, as well as the feedback from regulatory actions on each other and the current issues, in other than just economic terms.

The committee made some dramatic observations:

- There is no one single solution to the complexity of issues presented by the problems of controlling air pollution and setting standards for safety.
- The air pollution problem caused by automobiles cannot be divorced from that caused by stationary sources.
- Technology may not be adequate for air pollution control; similarly, passive restraint for car passengers safety may not be technologically or economically possible.
- Regulatory agencies should have the right to explore alternatives and the flexibility to adopt the best strategies, in view of



CUTAWAY VIEW—*Some of the features of an experimental safety vehicle General Motors is building to Department of Transportation specifications for the contract price of $1 are shown in this cutaway view. Engineering innovations include increased use of weight saving aluminum in both engine and body components, 10 mile per hour barrier impact front and rear bumper energy absorbers.*

the problem's innumerable complexities.

- Publication of proposed rule-making should not be made until the most thorough investigations have been made into costs, benefits and side-effects of proposed regulations by all parties concerned.
- Regulation should not be based on a blind faith in technology.

Stress was placed on the last observation. The report said that "establishing standards beyond the known state of the art on the theory that industry can do anything if enough pressure is put on it is not likely to result in wise governmental decision making or to provide the greatest net benefits to society."

Walter A. Hamilton, Executive Director of the Commerce Department's National Industrial Pollution Control Council agrees with this statement, noting the RECAT estimate of excess cost of anti-emission controls over benefits of $63 billion over the "conversion decade" (1970-1985).

He said that right now industry was putting its best expertise to work on solving the problems to obtain the maximum benefits at the minimum of cost.

"But," he pointed out, "the technology to solve many of these complex problems is not yet here, and no one can put a time limit on when the answers will be found."

Time barrier

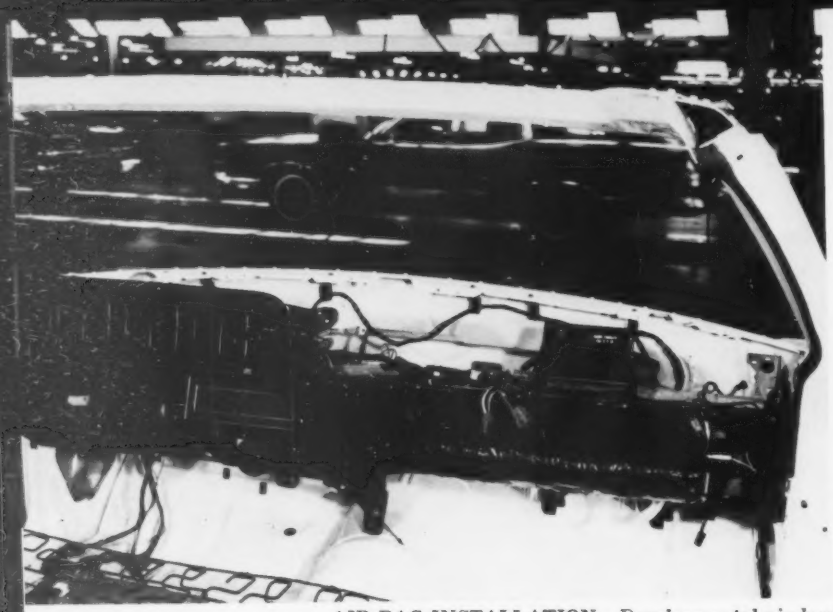
Hamilton also noted that putting unrealistic time limits on pollution control and safety standard regulations may induce other problems.

The RECAT committee indicates, too, that "crash efforts to meet fixed time limits can delay the development of alternative and perhaps better technology."

It does, however, state that reluctant industries must be pushed to make use of the technology that is available today.

And, it also points out that "the regulation of automobiles is not a game in which higher costs are imposed on the industry; it is the public which must bear the costs."

Also recommended is a coordinated ap-



AIR BAG INSTALLATION—*Developmental air bag system in 1972 Mercury field test cars is installed in the instrument panel area ordinarily occupied by the glove department, an example of industry concern.*

proach to the problem by both the Legislative and Executive Branches of the Federal Government, taking into account the Nation's ability to reach other national goals.

After studying all aspects of controlling automobile-generated air pollution, the committee came to the conclusion that air pollution, while a nationwide concern, is nevertheless a regional problem in most instances.

Half the states

The report points out that about half of the states account for 30 percent of the total vehicle population situated in areas which may have no ambient air quality problem with regard to automotive emissions.

This means that about "three out of every ten purchasers of new automobiles of 1976 vintage will be paying a large extra initial cost and a higher operating expense for stringent emission control features which may be unnecessary in their areas."

The committee suggests that a possible "two-car strategy" may solve this problem, calling for a low-emission car for those regions where "automotive emissions are the dominant air pollution problem . . . . and a lower cost, higher emission vehicle for those parts of the country where air quality would not be essentially degraded by such less controlled vehicles."

The higher emission vehicles would not be uncontrolled cars of the pre-1968 vintage, but rather automobiles and vehicles as well controlled as the 1971-1972 model year cars.

In an overview to the report, the committee also expressed the doubt that mass-produced gasoline-powered automobiles could meet the 1976 emission standards that have been set. And it added that if these levels can be achieved, they will only be met through substantially higher additional costs for initial equipment and maintenance.

Moreover, the 1970 Clean Air Act Amendments take into account the cost of achieving pollution control for stationary pollutant sources, yet require mobile sources to reduce their pollution emissions by a specific minimum percentage by certain deadlines—regardless of cost!

The human factor is also considered. Even with auto emission inspection, no one can control or insure the low emission levels demanded by the provisions of the Clean Air Act during the owner operation of the vehicle.

Commenting on passenger-safety regulations and damage-limiting designs, the RECAT committee emphasizes that, to date, the regulation of motor vehicle design and performance under the Federal Motor Vehicle Safety Standards, has produced economic benefits greater than the cost of the design modifications to the consumer.

Correspondingly, advanced highway standards, such as the Interstate highway designs, has yielded 30-year safety benefits, or 58 percent of the investment cost of the highways. Adding motor vehicle operating cost reductions and time-saving value to safety benefits, the Interstate highways return more in benefits, over a 30-year time span, than their original investment costs.

Recent safety standards on motor vehicle design, however, are beginning to require performance "whose attainment is conjectural, whose cost may not be predictable, and whose achievement may involve substantial research and development efforts."

The potential annual benefit from perfect passenger car occupant protection is estimated to reach $8.8 billion, or $935 per car lifetime. To obtain this objective, Motor Vehicle Safety Standard 208 was issued, requiring "passive" occupant protection by August 15, 1975.

Passive restraint systems, which require no action on the part of the car occupants to make them effective, are being developed.

The most publicized of the passive restraint methods presently being tested on many model cars is the air bag. At present, these bags have been designed only to protect front seat passengers. Technology still needs

to be researched for protection of rear seat passengers and other unrestrained occupants in rollover and side-impact collisions.

The report notes, however, that the air-bag cost is much greater and the predicted benefits no greater than the corresponding cost and benefit of the well-known, time-tested three-point belt harness system. These belts, nevertheless, require occupant action to effect their safety measures, and currently car occupants are not using them in a high enough ratio to assure wide vehicle safety protection.

In any event, passive restraint requirements will be a must by 1975, even if belt utilization is substantially increased. This will mean an added cost of about $300 per new car imposed on automobile consumers.

The RECAT committee does point out that in the State of Victoria, Australia, it is mandatory to wear seat belts, and placing this responsibility directly on the motorists and passengers has increased the usage rate of belts there to 75 percent. The overview suggests local ordinances of this type as a possible alternative to other safety devices.

Several improvements that could have startling effects on increased safety benefits, the report notes, are to date unrealized. Potential annual benefits could add up to a savings of $3.8 billion for the elimination of drunk drivers, $1.9 billion for mitigation of pedestrian casualties, and $1.4 billion for adequate emergency care of accident trauma.

Basic data lacking

The committee's study also points out that basic data of accurate knowlege of the conditions, types and frequencies of accidents are limited or even unavailable, and are essential to working out the selection of optimal regulations to reduce accident losses.

The RECAT committee also dealt with fuel penalties that could be realized. The study did note that "if an orderly, carefully planned program is adopted in which the use of lead alkyls is gradually phased out, the resultant added cost to the consumer due to lead removal should be well below one cent per gallon of gasoline."

However, if the increased cost of removing lead nationally must be persued on a crash basis, it is estimated that the costs per gallon of gasoline could rise from 1.8 to 4.7 cents per gallon, with a maximum increase annual cost of $4.7 billion.

In addition, fuel penalities associated with nitrogen oxides emissions controls in 1976 are expected to be as high as 35 percent, unless emission control technology achieves success by that time.

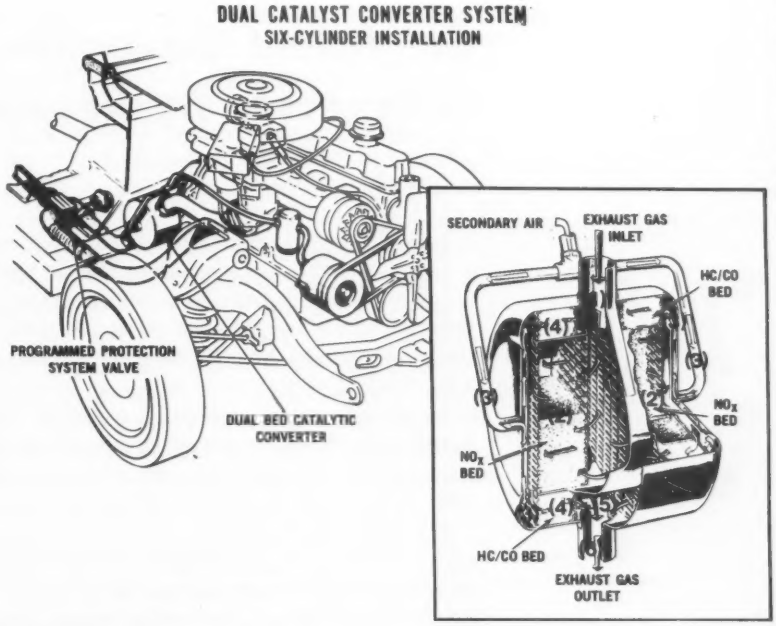
What will happen as a result of the added costs to the consumers because of pollution-control equipment and mandatory safety devices on motor vehicles, as well as the increased operating, maintenance and fuel costs, can only be estimated.

The report says that today's automobile purchaser spends hundreds of dollars on extras and options for his new car. Possibly he will no longer buy these personal convenience items. Or perhaps the public may turn to buying fewer cars or cheaper cars.

With added fuel costs, the number of miles traveled today by motorists may be cut, or it is possible that they will change to lower powered vehicles.

The report even suggests that maybe no technological approach "by itself will accomplish the desired amount of automotive air-pollution control and that severe restrictions are required on the use of automobiles in the center of urban areas.

"If this were so, the true cost to the Nation would be unquantifiable."



DUAL BED CONVERTER—*Ford Motor Company's dual bed catalytic converter system employs both reducing and oxidizing catalysts. The reducing catalyst removes oxygen from the oxides of nitrogen, while oxidizing catalyst burns the carbon component of the exhaust. An engine driven air pump provides oxygen necessary for second reaction.*

New Forces Tugging At State-Business Ties In Japan, Study Finds

But Potent Government-Industry Relationship Is Expected By Researchers To Change Slowly

The government-business partnership that has helped thrust Japan into third position among the industrial nations will become less effective in the years ahead, but that change will come only slowly.

So concludes a comprehensive study produced in the Department of Commerce of the relationship between the government ministries and private enterprise in Japan.

Japanese businessmen and government officials will no longer be able to concentrate so singlemindedly on industrial growth in the future. Japan is becoming increasingly more concerned with the environment, the quality of life, and other alternative objectives and uses for resources that already confront more consumer-oriented economies in the West. These will impose additional strains on the partnership.

On the other hand, the cultural base for the so-called "Japan, Incorporated" relationship of business and government is deeply imbedded in the fabric of Japanese society. Shifts in basic Japanese attitudes towards the government-business relationship are less predictable.

Therefore, according to the study, despite the continuing liberalization of such controls as the government still maintains over Japanese business, "consensus more than directives, shared objectives as much as authority, effective communications more than controls, inducements rather than commands, will continue to make government-business interaction an important feature of the Japanese economic system for some time to come."

The study has been embodied in a 157-page book, "Japan: The Government-Business

Relationship—A Guide for The American Businessman" written by Eugene J. Kaplan, Director of the Far East Division in the Commerce Department's Bureau of International Commerce.

It draws upon specific case studies of government-business interaction in the Japanese computer, auto and steel industries, prepared under contract by the Boston Consulting Group.

The "Japan, Incorporated" that emerges from this study is not the monolithic colossus nor the conspiracy that some critics have made it out to be.

"It is rather more of a participatory partnership," is the book's assessment. "The partners work best together when there is a consensus within the government, among the industry and business interests involved, and between the two groups."

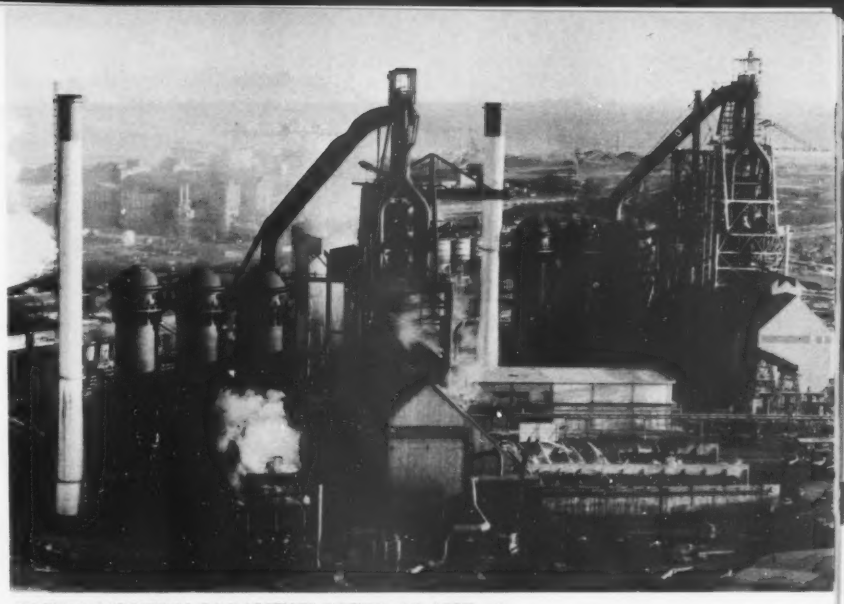
This consensus is most commonly reached when the interests of business and government coincide. When they do not, it is asserted, "business can and frequently does follow an independent course." Instances of such divergence are related in the industry case studies, along with the many examples of full cooperation.

Basically, the successes of "Japan, Incorporated" are attributed to the individual initiative, skill and drive of Japanese businessmen, aided in certain critical times and areas by the interaction of government and business, primarily big business. The result has been an effective channeling of resources from the mature sectors to the growth sectors of the Japanese economy, thus producing a remarkable overall expansion.

"Japan: The Government-Business Relationship—A Guide for the American Businessman" examines the Japanese economic system in six chapters. These give a historical perspective, supply an overview of government-business interaction, piece together a mosaic of the participants in the interaction, and look at it in practice, with particular attention to how it has worked or failed in the computer, auto and steel industries.

Detailed case studies of the interaction in these three industries comprise about half the book. The experiences of IBM, Sperry Rand and other U.S. firms in the computer field, and General Motors, Ford and Chrysler in autos, are threaded into these case studies.

The book will be sold at 65 cents per copy by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.



ULTRA-MODERN JAPANESE STEEL PLANT—*In Hiroshima Prefecture about 500 miles south of Tokyo is the Fukuyama Iron Works of Nippon Kokan, Japan's second largest steelmaker. Nippon Kokan's 42,000 employees operate some of the largest blast furnaces in the free world.*

The Japanese economic system in some ways resembles elements in other private enterprise economies, including the industrial-military complex in the U.S., the French system of indicative planning, and the close governmental relationships with highly organized business communities in a number of Western European countries. But there is a special style and scope to the Japanese system that makes it distinctive, it is declared.

"A qualitative difference, a style peculiar to the Japanese, derives from Japan's history and culture with its emphasis on the consensual approach, a tradition of government leadership in industrial development, and a generally shared desire to advance the interests of the Japanese nation. This style is what enables 'Japan, Incorporated' to merge and reconcile varying interests in so many cases."

Inducements used now

Today the Japanese government, the Commerce study notes, depends more on inducements than on controls to persuade business to follow a desired course, and its direct control powers are seen in the study to be steadily waning. Even when these powers were at their peak, the government usually preferred friendlier types of persuasion, which

ADVANCED TECHNOLOGY AND COMPUTERS— *Japan is one of the few nations with a domestic computer industry. It is keenly interested in the best computer and computer applications technology from abroad, such as that in the U.S. Exhibition at the Fourth Automatic Controls Fair in Tokyo.*

can add an additional dimension to the well-known "administrative guidance" activities of the Japanese authorities.

The government acts as catalyst and gadfly, guide and arbitrator, banker and patron to assure the desired pattern of industrial development, it is concluded.

In contrast to the limited range and often muffled use of controls and other forms of direct administrative guidance, the array and effectiveness of aids and incentives used by the government is dazzling. Financing, tax concessions, subsidies, technical assistance, and other inducements, the study points out, are used by Japanese officials in innovative and skillful ways.

Importance of interaction

On balance the interaction between government and business in Japan, though limited in scope and not always successful in attaining its objectives, is judged to have contributed substantially to the nation's economic progress. This is particularly true, through facilitating shifts of resources, in expansion of the high priority industries.

"These are the industries, like electronics, automobiles and steel, which have pushed Japan to the head of the international growth league. They are also among the industries which have made the greatest impact on the American public and the U.S. economy. 'Japan, Incorporated' may thus appear to be more formidable and wide-ranging than it actually is. But its accomplishments are very significant indeed."

Historical background

The study points out that Japanese businessmen have been culturally and historically conditioned to accept a leadership role from government. They take it for granted that there will be a continuous dialogue between business leaders and government officials, and that neither will make major policy decisions without consulting the other.

Confucian precepts, which guide the Japanese businessmen, emphasize that the interests of the state come before those of the individual. The samurai warrior's code which embodied the Confucian ideal of service to the nation was carried over from feudal times, it is observed, into the business life and civil service of modern Japan.

Business also has come to accept the government's leadership in industrial development because that role was established in the beginning of Japan's industrialization, and because through the years the government has performed its tasks with obvious skill and finesse.

In the early days of industrialization, the

government did not hesitate to encourage the development of industry by any means. It even built, owned and operated new types of factories, to demonstrate to would-be industrialists what needed to be done.

The Japanese government also encouraged private enterprise and initiative by introducing the corporate form of business venture and the joint stock company. In the decades since then, the Japanese business community has grown to look to the government for financial and other forms of assistance.

Shared interests

The study advances the thesis that the relationship between government and business is fostered not only by Japan's traditions and culture, but also by the shared national objectives of the two groups, the manner in which both business and government are organized to communicate effectively with each other, the needs of business for government aid and support, and the government's ability to meet those needs.

Though by no means the only, and at times even the principal, agency involved, the role of the Ministry of International Trade and Industry (MITI) is often central to the relationship of business and government in Japan. The case studies reveal MITI's role in the development of the key industries reviewed and chronicle its failures as well as successes in achieving the objectives sought. Importantly, however, MITI rarely moves without extensive prior consultation with industry and an elaborate system of "Industrial Deliberation Councils" has been established for this purpose.

Businessmen are organized

Business in Japan, the study shows, is also highly organized. Industry and trade associations help convey the views of business to the government. The principal business organizations in Japan, similar to but somewhat more powerful and prestigious than their counterparts in this country, also consult with and are consulted by the Japanese bureaucracy on the major economic policy issues and measures.

The government's influence over cash flows to Japanese industry, much of which operates on a debt-equity ratio of 80 to 20, is also an important determinant of the effectiveness of the government-business relationship. Tax concessions and loans from government lending agencies contribute to this cash flow. Even more importantly, however, the study notes that the priority which the government attaches to an industry can often assure that industry the all important loans which must be sought from Japan's commercial banks.

AUTO PRODUCTION IN JAPAN—*Japan's annual production of passenger cars has increased a hundredfold in the past 15 years. At 3,500,000 units, it is now exceeded only by that of the U.S. Above, Toyo Kogyo designs its new twin-rotary engine car.*

The general description in this study of how the relationship works is further amplified by case studies of government-business interaction in practice. The results of government-business interaction vary. That in the computer industry has been, for the most part, one of unrelieved success. The government's efforts, on the other hand, to rationalize the auto industry have been a chronicle of failure.

Consensus within each group and between government and business is a key determinant of the result. So is the government's leverage, most importantly when the industry is in a client status requiring much financial and other government assistance. The study discusses the limitations and shortfalls of government-business interaction in Japan as well as why it works—when it works.

In the foreword to the study, the hope is expressed that the insights gained from it will "provide American businessmen and others involved in United States—Japan economic relations with a clearer understanding of the workings of the Japanese economic system."

—Bureau of International Commerce

New Shipbuilding Pact Brings Maritime Program To $433 Million Total

Two New LASH Ships Mean 19,000 Man-Years Work For Yard Employees

ANNOUNCING CONTRACTS — *Vice President Agnew breaks good news to hardhats while Andrew E. Gibson, Assistant Secretary of Commerce for Maritime Affairs (in background), looks on.*

A new award brings to $433 million the total of shipbuilding and conversion contracts under President Nixon's maritime program.

The Vice President of the United States visited the Avondale Shipyards, Inc., late last month to announce the awarding of that contract—a $54.7 million shipbuilding pact —to that New Orleans shipyard.

Speaking to the "hard hats" at Avondale Shipyards, Inc., the Vice President, Spiro T. Agnew, said that there are "strong positive signs that the resurgence of the U.S. shipping and shipbuilding industries is well underway," and that "the ability of America's maritime industry to improve its competitiveness has been amply demonstrated."

He added that the management and workforce of Avondale deserve particular credit for the manner in which they have responded to the challenges and opportunities provided by the President's program.

The contract covers the construction of two barge-carrying Lighter-Aboard-Ships (LASH) for Central Gulf Steamship Corp., under the President's maritime program, enacted 18 months ago as the Merchant Marine Act of 1970.

The subsidy contract

The Vice President noted that the President's program places primary emphasis on the construction of ships of advanced and highly productive designs . . . "ships that can be built in series with attendant lower unit costs and accrue from repetitive production—ships with specialized features that improve operating efficiency and minimize the lower labor cost advantages enjoyed by foreign-flag competitors."

The LASH ship program fits into these categories, he pointed out, and "epitomizes what the President had in mind when he formulated his plans for rebuilding and modernizing the American Merchant Marine.

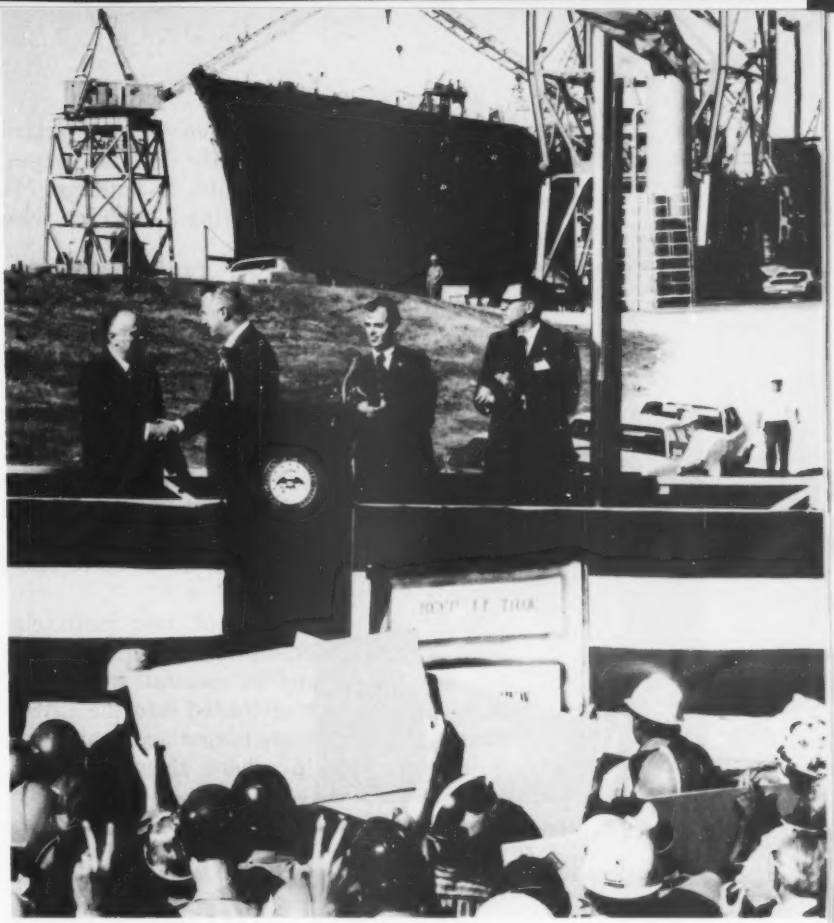
On hand to sign the contract for the Maritime Administration, which will pay $23.5 million in construction subsidy for these vessels, was A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs. The Federal assistance represents the difference in price between building the ships in the United States and building them in a low-cost foreign shipyard.

In addition to the increased impetus the building of these two LASH ships gives to the U.S. shipbuilding program, it is also an economic boon to the Avondale employees.

The awarding of the $54.7 million job brings to 19,770 the man-years of work for the residents of that Louisiana area employed at the yard generated by the building of barge-carrying ships. And indirectly this ship construction volume means another 19,770 man-years of work for the employees of the industries that supply the materials and equipment that go into these ships.

The favorable impact on employment resulting from the LASH program is evident from the fact that since August 1969 when the first keel of a LASH was laid at Avondale, the yard's average total employment has risen from less than 8,000 to more than 10,000.

In the last year and a half more than $250 million in contracts has been awarded to Avondale for the construction of LASH vessels, bringing the total of such awards to the yard to more than $486 million.



CONGRATULATIONS — *Vice President Agnew congratulates Henry Z. Carter, Chairman of the Board, Avondale Shipyards, on receiving the $54.7 million contract for two LASH ships. Looking on (from left) are A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, and E. F. Johnsen, President, Central Gulf Steamship Corp.*

AFFECTION FOR AGNEW—*Vice President Agnew enjoys company of shipyard workers who surround him following his announcement of additional contracts for expanding the United States fleet.*

Besides the construction of the actual motherships that carry the lighter barges, the New Orleans yard also is building 741 of the LASH barges, having a contract price of $27.7 million.

The LASH ship is one of the new concepts in ship design that have been developed to increase shipping productivity.

New Orleans developer

Developed by the New Orleans naval architect, Jerome Goldman, this ship system has found favor with a number of American-flag shipping lines. A total of 20 of these innovative vessels have been ordered in the United States to date, and all of them from Avondale Shipyards.

The concept consists of two main elements—the mothership and the lighters (or barges). At inland or coastal waterfront sites cargo can be preloaded into the LASH barges. The preloaded barges are then towed to the mothership where they are lifted aboard the ship and stowed by the ship's gantry crane.

When the vessel arrives at its destination, the process is reversed.

Highly sophisticated system

The advantages of this highly sophisticated shipping system are proving to be of benefit not only to the vessel operators, but also to exporters and importers. Some of the points in favor of the LASH concept include:

- The reduction of in-port time by as much as 90 percent, compared to conventional break-bulk cargo ships.
- The mothership can dock outside of congested port terminals, since its cargo is packed in floatable lighters. In fact, in some cases, the lighters can be towed on inland waterways to their point of destination.
- The required depth of water for LASH barges is minimal, permitting access to most river and undeveloped ports.

The two new Central Gulf ships, scheduled for delivery in late 1974, will be 893 feet, 4 inches long (including a 48-foot overhang of the barge crane at the stern), 100 feet in beam, and 60 feet in depth. Each will carry 89 standard-sized barges and have a sea speed of 22 knots, with a design draft of 28 feet.

In addition to the awarding of this contract, the Maritime Administration is currently studying an application from Lykes Bros. SS Co. and Todd Shipyard Corp. If approved, this would mean a $14 million contract for Todd to convert four existing cargo ships into containerships.

The agency currently has applications under review or is seriously discussing construction programs for the building or conversion of some 40 additional ships, with a potential value for the shipbuilding industry of more than $1.8 billion.

In January, President Nixon met with the shipyard workers at the National Steel and Shipbuilding Company in San Diego to announce the awarding of a $54.6 million contract for building the first three steam oil tankers to be built under Federal subsidy in a U.S. shipyard.

Gibson noted that in calendar year 1972 alone the first three months of the year have seen the awarding of $110 million to construct ships that will augment the U.S. Merchant Marine.

—Maritime Administration

MESSAGE FOR VP—*"We're No. 1", hard hats tell Vice President Agnew in one of many displays at announcement of more shipbuilding contracts.*

DOMESTIC BUSINESS REPORT

- Population Commission's medicine bitter
- Model program attracting foreign dollars
- First major environmental exposition in 1974
- Forty-seven economists contribute
- Disabled Veterans nationwide concern

John D. Rockefeller III
Chairman,
Population Commission

Population Commission's Medicine Is Bitter

Asserting that "we will not like some of the solutions we will have to adopt" to solve the Nation's population problems, a Presidential Commission recommended liberalized abortion, child care centers and a number of other highly controversial measures.

Raising the questions

"The issue of population raises important questions of what people want and need, and what they are for, as well as where this Nation is going and how it plans to get there," the Commission on Population Growth and the American Future, said in its final report.

Eventually the world and this Nation will be unable to accommodate more growth and a judgment must be made about on where that point will be reached, according to the 24-member panel headed by John D. Rockefeller III.

Calling its recommendations "consistent with American ethical values in that they aim to enhance individual freedom while simultaneously promoting the common good," the Commission urged government expenditures for research and development of child care programs, safe contraceptives, sex education programs and expanded health care for mothers and children.

(One implication for business is the prospects of a vast new and expanded service industries and professions that would be brought about by the child care programs, and medical services which include uses of paramedical personnel.)

The Commission urged that public and private forces "join together to assure that adequate child care programs, including health, nutritional, and educational components, be available to families who wish to make use of them."

"Our Nation should set a high priority goal of providing comprehensive care to all mothers and children," the report stated. It said the costs to the Nation are "not excessive, the savings, in terms of improved maternal and infant health, would be considerable."

Major innovation

Recognizing that child care programs represent a major innovation in child-rearing in this country, the Presidential panel recommended that continuing research and evaluation be undertaken to determine the benefits and costs to children, parents, and the public alternative child care arrangements.

Sex education should be made available to all, the Commission concluded, and it should be pre-

POPULATION EXPANSION—*These babies are a part of the growing population problem. How many babies should be born is discussed in the Population Commission's report. It also considered the necessity for child-care centers.*

MAKING ROOM—*This young spectator at the Machay—Idaho Rodeo—and his generation are a part of the population problem covered by the President's Commission on population growth.*

sented in a responsible manner through community organizations, the medial and especially in the schools.

Noting the aura of controversy over sex education, the Commission suggested that funds be made available to the National Institute of Mental Health to support the development of a variety of model programs in human sexuality.

"Sex education ideally should be focused in the home," the report stated, "supplemented by school and other community groups including religious, medical and service organizations."

The panel urged Congress and the states to approve the proposed Equal Rights Amendment and that federal, state, and local governments undertake positive programs to insure freedom from discrimination based on sex.

Prevention of unwanted births occupied a major portion of the panel's far reaching recommendations.

"All Americans regardless of age, marital status, or income should be able to avoid unwanted births," the report stated. It recommended that states eliminate existing legal inhibitions and restrictions on access to contraceptive information, procedures and supplies, and that states develop statutes affirming the desirability that all persons have ready and practicable access to contraceptive information and supplies.

The majority of the Commission, the report stated, believes that women should be free to determine their own fertility, that the matter of abortion should be left to the conscience of the individual in consultation with her physician.

"We believe that abortion should not be considered substitute for birth control," the Rockefeller panel stated, "but rather as one element in a comprehensive system of maternal and infant health care."

The Commission urged that the United States adopt a National policy and voluntary program that would:

—reduce unwanted pregnancies

—improve the outcome of pregnancy

—improve the health of children.

This policy would involve creation of programs to train doctors, nurses and paraprofessionals, including indigenous personnel, in the provision of all fertility-related health services.

It would mean developing new patterns for the utilization of professional and paraprofessional personnel, and evaluating improved methods of organizing and the delivery of these services.

It suggested that present state laws restricting abortion be liberalized along the lines of the New York State statute, such abortions to be performed on request by duly licensed physicians under conditions of medical safety.

In carrying out this policy, it was recommended that Federal, state and local government funds be made available to support abortion services in states with liberalized statutes, and that abortion services be specifically included in comprehensive health insurance benefits, both public and private.

The group, which heard more than 100 witnesses in public hearings and spent a year researching the issue of population growth, urged research to develop safe birth control devices. It noted that development of the pill and the intrauterine device represents major innovations in contraceptive technology, but they are far from perfect solutions.

"We must have contraceptives and other means of fertility control that are safe and free of adverse reactions," the Commission asserted.

It recommended that this Nation give the highest priority to research in reproductive biology and to the search for improved methods by which individuals can control their own fertility.

Average American To Spend More Time In School Between Now And 1990

A gradual increase in the years that the average American spends in school is anticipated between now and 1990 on the basis of past experience.

A report prepared by Commerce's Bureau of the Census, entitled "Demographic Projections for the United States," indicates that if school enrollment and educational attainment rates increase as they did from 1957 to 1970 the average American 25 and over will have finished 12.6 years of school by 1990 as compared with 12.1 years in 1970. The report shows social characteristics of the U.S. population by 1990.

In 1970, two age groups fell short of finishing high school on the average, those between 55 and 64 and those 65 and over. The median number of school years completed for the 55 to 64 group was 10.8, while that for the 65 and over group was 8.7 years.

The report shows that, at the rate of increase in educational attainment between 1957 and 1970, the schooling received by these age groups will be markedly changed by 1990. The median number of school years completed for the 55 to 64 age group will be 12.4, or more than the 12 years usually required for high school graduation, and that for the 65 and over group will be 11.9, just under the high school graduation level. For those 25 to 29, the median number of school years completed is expected to be 13, or through high school and with one full year of college.

Included in the report is a projection of the number of households in the U.S. by five-year intervals through 1990. Assuming that the proportion of the population who are household heads will continue to increase as it did between 1956 and 1970, the number of households in the U.S. in 1990 will be 90,057,000. This compares with a 1970 estimate of 62,874,000.

Total 1990 households

In the projected 1990 total of households, families account for 70,424,000 and persons living alone 19,633,000. The greatest projected increase in families is for those with a head of household aged 25 to 34, or those persons currently seven to 16. In 1990, 18,929,000 families will be headed by persons in this age group, according to the projection, as compared with 10,576,000 families in 1970.

A continued increase in the number of persons 65 and over and maintaining their own households is projected in the report.

Copies of the report are available for 35 cents each from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or from Commerce Department field offices in 42 major cities throughout the country.

New Census Study Covers Trucking

Shipping by truck, one measure of the Nation's business activity, will be covered in a new study by the Census Bureau.

Questionnaires will be mailed to a sample 115,000 truck owners in all 50 states and the District of Columbia during the Truck Inventory and Use Survey, which is a part of the 1972 Census of Transportation.

Despite the fact that about 75 percent of the 19 million trucks in America are small—pickups, panels, and other small vehicles—the main emphasis of the survey will be on the larger vehicles.

In each state the sample will contain four large trucks for one small truck. The term "truck" as used in the census refers only to what are called "straight trucks" or "tractor trucks" and not to nonpowered semi-trailers and full trailers.

Statistics developed from the survey are expected to yield information concerning the Nation's trucking resources, such as the number of trucks classified by their physical characteristics, occupational use, measures of the intensity of vehicle utilization and geographic distribution of vehicle. The 1972 survey will provide data that can be used to measure the change in the characteristics of the national truck population from 1963 to 1967 and 1972—the years of the Censuses of Transportation.

The Censuses of Transportation obtain essential transportation statistics not available from other sources such as the Interstate Commerce Commission.

Most of the data will be available in printed forms as reports. Additional data will be available on tapes in a form used by government, trade associations, truck and trailing unit manufacturing companies, hauling firms and others.

Model Program To To Attract Foreign

Viewing foreign tourism as one of its most valuable exports, New Orleans has launched a model program to attract visitors from Latin America to the Crescent City and its nearby bayou country.

VISIT USA INVESTMENT—*James L. Hamilton III, Deputy Assistant Secretary for Tourism, presents grant to Lester E. Kabacoff, president of the Greater New Orleans Tourist and Convention Commission. From (left) are Jimmie D. Fore, Commission executive vice president; Dr. Leonard Burns, Louisiana State Tourist Development Commission; Dr. Richard G. Arellano, chairman, task force on foreign tourism, Kabacoff, Sens. Russell Long and Sen. Allen Ellender, Hamilton, Rep. F. Edward Hebert, Will Mangum, director, Louisiana Tourist Development Commission.*

Matching grant

A $25,000 Federal matching fund grant from the United States Travel Service will be used on "VISIT Louisiana" advertising and promotion primarily in Mexico and Venezuela. Some promotion will include Colombia.

The $25,000 is viewed as "only seed money" by the new program's architect—Dr. Richard Arellano of Louisiana State University at New Orleans.

Dr. Arellano, chairman of the New Orleans Tourist and Convention Commission's task force on foreign tourism, said the program which starts in Latin America this year will be expanded to the Scandanavian countries next year.

It is expected to serve as a model of how history and hospitality conscious American communities can promote tourism and good will among countries.

Emphasis begins with Latin America because New Orleans has heavy Latin influence, said Dr. Arellano, "in a sense New Orleans is Latin and we know we have the things Latins love."

"We plan to make this a memorable occasion for foreign visitors who will return to their country and sell New Orleans to their friends and relatives," Dr. Arellano explained the project which includes a campaign to get better air service from New Orleans to key Latin American points.

New Orleans' advertising campaign will be based on the "Year of Special Welcome" theme and include a series of "special week" promotions. It will coincide with

MARDI GRAS—*New Orleans' most famous display of hospitality is illustrative of the kind of entertainment Latin visitors might expect in New Orleans.*

Show New Ways Dollars To America

the "Tourism Year of the Americas," a hemisphere-wide program to develop tourism to and between the Americas.

Dr. Arellano said local merchants, banks and the education community are mobilized to make the New Orleans effort successful. Also cooperating in the massive vacation campaign are the Louisiana Tourist Development Commission, the International Trade Mart, the New Orleans Port authority and the recipients of the Federal grant.

Honoring Mexican visitors

A week will be set aside—probably in September—when New Orleans will honor its Mexican visitors with special sales and vacation festivities.

"We have a commitment from a local bank to accept the Mexican peso and later in the year, the Venezuelan bolivar at par value," said Dr. Arellano. "This removes one of the biggest road blocks because merchants accepting pesos and bolivars will be able to get instant credit."

New Orleans will have bilingual tour guides and, in many shops and stores, bi-lingual sales people.

In accepting the grant at a ceremony in Washington last month Lester E. Kabacoff, president of the Greater New Orleans Tourist and Convention Commission, said the program will help "put New Orleans back on the map as the number one port of entry for Central and South America."

James L. Hamilton III, Deputy Assistant Secretary of Commerce for tourism, who presented the grant, stressed the investment.

"Each $20,000 spent in the U.S. by foreign visitors creates one job," Hamilton noted. "For every 100 people employed in the travel industry, 60 to 100 back up jobs

TOURISM PROMOTERS — *James L. Hamilton III, Deputy Assistant Secretary for Tourism (left), and Dr. Richard G. Arellano, director of New Orleans tourism project, met in Washington.*

CARNIVAL TIME—*Participants in one of New Orleans' mardi gras parades are shown enjoying the Crescent City's atmosphere of carnival and festival, an attraction of this southern city.*

are created in related industries. Programs such as New Orleans' plan for attracting more Latin American tourists are, therefore, vitally important to the economy."

Accompanying Kabacoff at the ceremony were Dr. Arellano, Jimmie D. Fore, executive vice president of the Tourist and Convention Commission, and Will Mangum, director, Louisiana Tourist Development Commission in Baton Rouge.

USTS is the official national tourist office. Its mission is to promote tourism to the United States from abroad.

They were greeted by Sen. Allen J. Ellender, ranking member of the Louisiana congressional delegation, Sen. Russell B. Long, U.S. Reps. F. Edward Hebert and Hale Boggs, both of New Orleans.

During 1970, approximately 30,000 foreign visitors entered the United States at New Orleans. Most were Central Americans. Twenty-four percent came from Mexico.

The new grant is the third the U.S. Travel Service has awarded to New Orleans in the current fiscal year. Earlier grants, totaling $17,859 were made to help underwrite a VISIT USA advertising campaign in Canada and to help pay for interpreters and simultaneous translation equipment used at the Third Pan American Congress of Anatomy.

This is the way one city is doing it. Other locations across the country might be able to adopt a similar program.

Since its matching fund program began, the U.S. Travel Service has awarded $278,130 in grant money.

The Assistant Secretary for Tourism, C. Washburn, tells how states and cities can ATTRACT FOREIGN VISITORS WITH FEDERAL MONEY. . .

Q. Last September, the United States Travel Service launched a matching grant program. The purpose of that program was to encourage more states and cities to enter the VISIT USA market. How is the program faring? How much money have you awarded to date?

A. There's been a great deal of local—and trade—interest in the program. As of March 20, USTS

JAZZ FUNERAL—*Famous for its jazz music, New Orleans is often the scene of jazz funerals. These jazz players are shown returning from such a funeral.*

C. Langhorne Washburn
Assistant Secretary for Tourism

had awarded $278,130 in grant money. Several applications are under study, and hundreds of inquiries have come in.

Q. Are states and cities the only kinds of organizations that qualify for matching funds?

A. No. USTS may make grants to private or public non-profit organizations—convention and visitors bureaus, for example. Or associations of cities, states or private non-profit interests.

Q. Non-profit interests?

A. Organizations which exist to serve their members, rather than to make a profit. A number of commercial travel interests have formed such associations. Southern Highlands Attractions comes to mind. USTS awarded them $23,250 this month for a foreign language soundtracked travel promotion film.

Q. Does USTS give special priority to travel films?

A. The travel promotion offices abroad can make good use of films highlighting the attractions of U.S. regions. Films now rank number two in priority. So far, film projects involving 17 states have been approved and applications are pending which cover 7 other states.

Q. If films rank second, what comes first?

A. Media advertising. This year, USTS has funded joint VISIT USA advertising programs in Canada with states, cities and regional groupings. Experience so far indicates that this concept should be expanded. Next year—FY 1973—priority will be given to joint advertising campaigns in Canada and Mexico, and, on a more selective basis, Japan and western Europe.

Q. Why joint campaigns?

A. A joint campaign, with USTS, enables a region, state, or city to promote its own unique attractions at a great saving in cost.

Q. What kind of cost-saving?

A. If the local organization advertises in the priority VISIT USA markets which USTS is promoting, it can save on media costs. It shares the advantage of a volume discount on space rates. A number of organizations and USTS, advertising jointly, can qualify for rate discounts which wouldn't be available to small advertisers, promoting singly.

Q. What about market research costs?

A. There would be a saving on research, too. USTS has already determined the VISIT USA markets with the greatest potential and it has had them professionally researched and segmented.

Q. What are USTS' "priority" markets?

A. Canada. Mexico. Japan. Western Europe. These have the greatest potential in the short run.

Q. Are there any other ways a local organization saves money by advertising jointly with USTS?

A. There is the obvious—USTS puts up part of the money for the group's campaign—up to 50 percent of production and media costs.

Q. Does USTS always fund 50-50?

A. Up to 50 percent. Sometimes an applicant doesn't request 50-50. Or there may be items in a project that are not eligible for support.

Q. Is there any ceiling on the size of the grants USTS can award?

A. No ceiling per se, but USTS' funds are limited. Most grants are in the $3,000 to $40,000 range. The average is between $15,000 and $20,000.

Q. Are there any kinds of projects USTS *can't* fund?

A. USTS' mission is to promote tourism to the U.S. from abroad, so proposed projects must be designed to attract, or serve, the *foreign* visitor. USTS couldn't underwrite a program designed to meet the needs of the domestic market. It couldn't fund a tourist information center, for example.

Q. Does USTS prefer to reserve its funds for promotional projects?

A. Research and service projects are very important, too. For example, USTS would like to receive applications for region-wide research projects—studies which will help the states achieve objective allocation of their VISIT USA promotion resources. There ought to be more information available on the volume, destination, experiences, characteristics and preferences of actual foreign visitors.

Q. What is a service project?

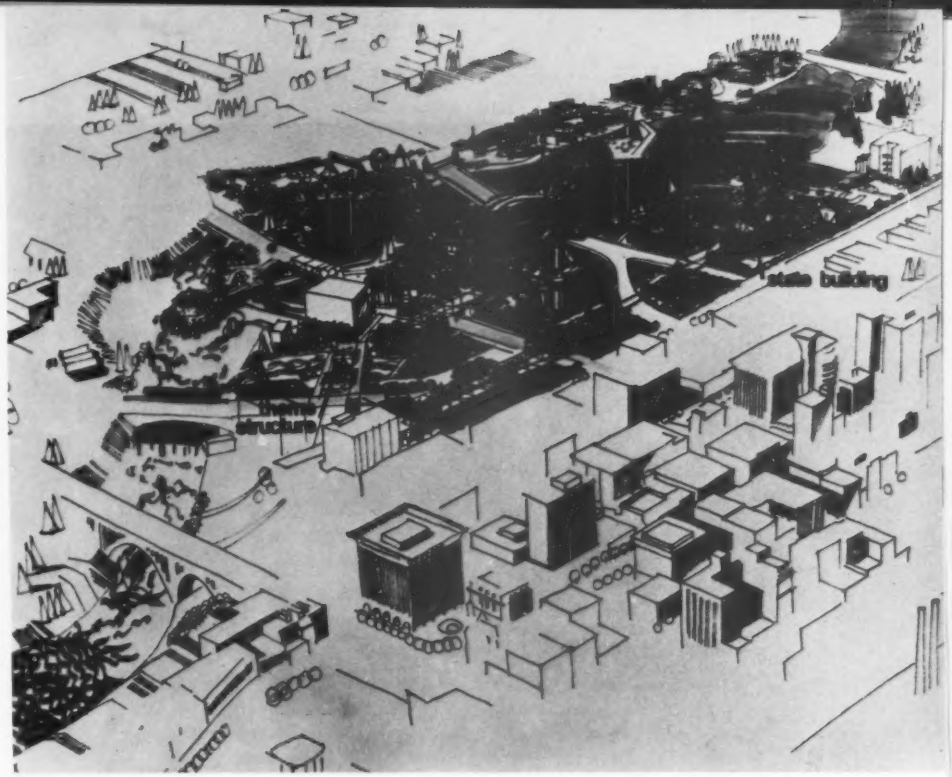
A. Symbol-type directional signs for gateway airports and travel attractions. This is *one* type of service project USTS would like to encourage. Most foreign nationals, especially Europeans, have lived with multilingual and symbol signs for years and as travelers, they're handicapped without them.

Q. How does an organization apply for a matching grant from USTS?

A. The Committee likes to keep the application process informal. Before an organization actually applies for a grant, USTS' division directors like to talk to the people involved—to help them develop their application and make sure they understand the basic criteria.

Q. Is there anyone in particular at USTS who should be contacted about matching grants?

A. The Director of the Visitor Services Division, C. P. Austin, or the State-City Coordinator, Martin Darity. However, applications for grants should be addressed to the Assistant Secretary for Tourism.



SPOKANE SITE—*Artist's conception of the environmental exposition transforms an aging inner city area of Spokane into an attractive plot which utilizes the effects of the river. To be called Expo '74, it will be held in two years.*

World's First Major Environmental Exposition To Be Held In Two Years

Spokane—once a lively Western frontier town, now a bustling urban center in the State of Washington—will host in 1974 the world's first major exposition themed to the environment.

Expo '74—"How Man Can Live, Work and Play in Harmony with His Environment"—is scheduled to open May 1, 1974 for a six-month run.

More than 4.5-million Expo '74 visitors are expected to view:

- A 100-acre setting on the Spokane River encompassing Spokane Falls and two river islands, all within walking distance of hotels and shops in downtown Spokane.
- Seventy-five different exhibitors, including foreign government, several states, numerous industries, private organizations and agencies.
- Exhibits of all kinds related to the environmental theme—possibly the world's first practical pollution-free automobile; prototype devices to rid streams, lakes and oceans of pollution; examples of ingenious methods to recycle solid wastes, and potential solutions to problems of transportation and housing in an ever growing world.
- Special emphasis on outdoor recreation with displays relating to camping, hiking, water and winter sports and other outdoor activities—all within a context of protecting and preserving the natural outdoors.
- An unusual tourism information center relating to the many private, state and federal recreation areas within the Inland Pacific Northwest of the United States and Canada.
- Novel rides and amusements ranging from an aerial gondola ride over the Spokane Falls to one of the few remaining authentic old-fashioned carrousels with hand-carved wooden horses.

SENATOR'S INTEREST—*Sen. Warren G. Magnuson of Washington, chairman of Senate Commerce Committee, reviews plans for 1974 Exposition with William Nelson (left), director, Commerce's Trade Fairs and Expositions Division.*

• An exhibit of early American railroad locomotives and cars.

From the beginnings two years ago, when Spokane civic leaders were seaching for ways to celebrate the community's 100th anniversary, to as recently as last month when President Richard M. Nixon asked the U.S. State Department to send invitations to world governments, the Expo '74 story has been one of amazing cooperation and hard work.

Federal recognition

The Department of Commerce's Trade Fairs and Expositions Division prepared the study recommending Federal recognition of the exposition. The Division assisted in securing registration by the Bureau of International Expositions and is now developing a proposal for a United States pavilion.

The Spokane World Exposition was registered in November by the prestigious Paris-based BIE as a "special category" exposition.

Other participants include: the State of Washington which has authorized a special State commission and a $7.5 million pavilion that will serve during the exposition and after as a performing arts and convention center; the Spokane City government which has approved nearly $6 million in site preparation and development in line with long-range city riverfront development program; three major American intercontinental railroads—the Burlington Northern, Union Pacific and Milwaukee Road—which have agreed to vacate the site by 1974 and donate certain portions to the community, and the Spokane area business community which has pledged more than $1 million to guarantee pre-operating funds.

The total program

Pulling the total program together is Expo '74 itself, a private, nonprofit corporation headed by a community-based 56-member board of directors. Roderick A. Lindsay, a Spokane savings and loan association executive, is chairman, and King Cole, who heads a 20-member staff, is president.

Booklet Contains All New Economic Decrees

A new booklet containing the regulations issued by the Cost of Living Council, the Pay Board and the Price Commission with all amendments from the start of the post-freeze period through February 29, is now available.

The document, entitled "Title 6—Economic Stabilization" of the Code of Federal Regulations, is a handy reference for all aspects of the Stabilization Program.

In addition to the regulations, the volume contains implementing regulations and rulings of the Internal Revenue Service and other material relating to the post-freeze Stabilization Program.

Copies are available at the Government Printing Office Bookstore (710 North Capitol) and, by mail, from: Superintendent of Documents Government Printing Office Washington, D.C. 20402. The price is seventy-five cents per copy.

—Cost of Living Council

Starting Employment Agency Subject Of New Federal Guide

A newly published guide for starting an employment agency tells the small businessman the steps to follow in setting up an agency, fees to charge and how to obtain job orders from employers.

The booklet, Starting and Managing an Employment Agency, published by the Small Business Administration, recommends that a person interested in opening an employment agency have enough working capital for six to 12 months.

Chapters of the booklet deal with obtaining, interviewing and placing applicants.

The booklet is available for 70 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

—Small Business Administration

Price Commission Finds New Ways To Increase American Productivity

"We've learned what might be done, what could be done, what should be done to get American productivity on a sharp upward climb," C. Jackson Grayson Jr., chairman of the Price Commission, has stated.

Lessons learned

Grayson recently took a rear view mirror" look at lessons the Price Commission has gleaned from its first four months, and zeroed in on its target of 2.5 percent per year inflation by the end of 1972—a target, he said, which was misunderstood by many Americans from the start.

"Changing the direction of a trillion dollar economy is simply not something that can be accomplished overnight," Grayson asserted. He said the Price Commission knows that adjustments stemming from the end of Phase I's freeze would certainly result in a bulge of price increases this spring.

Part of that bulge has come, and the Commission chairman expects part of it is yet to come.

"We don't expect—and never said we expected—that our policies could or would slow inflation down to an average for the entire year," he added. "If our controls and the brakes they are placing on the economy, succeed in slowing inflation down to 3 percent or even 3.5 percent as an average for the entire year, we will be pleased."

That would be about half the 6 percent annual increase in 1970.

He said to cut an inflation rate in half in the largest economy in the world is quite a task and quite a feat but it must be done.

Grayson declared that productivity has a "profoundly important relationship to prices" and expressed dismay that many of the largest firms in the nation did not keep "sophisticated productivity" data at the time the Price Commission started its work. Thus, the first five months have been learning periods for companies and the Commission.

In the past five years America's productivity gains have been 11th in the 11 industrial nations of the world, the Price Commission chairman said.

"We've learned to recognize the productivity trap we're created for ourselves in American enterprise by continuing anachronistic we-they attitudes toward work performance in management and labor," he continued, and to realize the extent of the "inadequacies of existing productivity measurements in America."

Grayson added that the Commission and industry have learned how far behind the service sector is in establishing reliable productivity measurement techniques, or how wrong it is, in much of the service sector, to use techniques designed to measure the production of tangible products instead of service.

A lesson from the first four months is that existing productivity measurements have no way to measure increases in quality of product, and, Grayson said, "they should."

"We've learned that a large percentage of management still considers productivity something to demand of the work force, using the old fashioned notion of sheer speedup," Grayson stated, "And we've learned a large percentage of labor justifiably resents the term productivity because of just such outdated management reasoning."

> ***"We've seen enough companies who've come to us with their productivity house in order to know what can be done, when people put their minds and energies to work on the problem.***
>
> ***"And we've seen enough labor-management dialogue, such as the exciting beginnings in the steel industry's Joint Advisory Committee on Productivity, to know how possible collective action can be, with workers and managers joining together in a common drive toward better American performance."***
>
> ***—C. Jackson Grayson***

Very rarely do managers and labor get together in such activities as disciplined productivity bargaining, which has proved itself highly effective as a new technique of establishing joint labor-management effort to increase work performance, Grayson added.

Yet, he added further, "we've learned that increasingly, work for work's sake, or even for the sake of the paycheck, just doesn't excite people anymore—and particularly the younger portion of the work force.

"Ahead of us is the remaining eight months of this year, and our target goal of slowing inflation to that 2.5 percent figure by next December," Grayson concluded. "If we have the support of the American people, we will hit our target right in the bull's eye."

—Price Commission

C. Jackson Grayson
Chairman,
Price Commission

Forty-Seven Top Economists Contribute To Anniversary Issue

Although the Bureau of Labor Statistics continues to boast a bust measurement (the unemployment rate) and a waist measurement (the consumer price index), Commerce's Bureau of Economic Analysis has sex appeal too, writes a guest contributor to the 50th anniversary issue of Survey of Current Business.

Edwin L. Dale Jr. of The New York Times writes about a particular type of sex appeal ". . . the attraction of that ungainly teenager called the balance of payments."

Leading contributors

Dale's is among 47 contributions of leading economists and economic writers to the "Economic Accounts of the United States: Retrospect and Prospect." The publication marks the 50th anniversary of Survey of Current Business, a monthly magazine of the Bureau of Economic Analysis.

The volume explores how to improve the measurements of economic activity. It traces the historical development of economic accounts and evaluates past work of the Bureau, called the Office of Business Economics until this year.

The Bureau analyzes the national income and product accounts, summarized by the gross national product. These accounts provide an overall view of the state of the economy.

They are supplemented by input-output accounts, which provide a closeup of the manner in which industries interact in the production of the national output. Balance of payments accounts are another elaboration of the national income and product accounts by depicting in detail all economic transactions with foreign nations.

Regional accounts provide a profile of the economy by states and smaller subdivisions. The Bureau prepares other measures of business activity such as the plant and equipment survey, which provides information on expected business investment outlays, and operates an econometric model of the U.S. economy.

These areas are covered in the Bureau's anniversary edition.

Dale is among three writers on balance of payments.

"Economists try to solve far too many insoluble problems," The Times writer says, "A meaningful presentation of the total U.S. balance of payments, certainly for the general public and quite even for central bankers, is in my view just such an insoluble problem."

In the balance of payments area there is unanimous agreement that the search for a single measure is futile. Edward M. Bernstein points out that "the difficulty in finding a single measure or combination of measures of payments position is compounded by the fact that regardless of what balance one prefers, an appropriate balance of payments for the U.S. does not mean a zero deficit. Moreover, the appropriate deficit or surplus varies considerably with the balance used."

"Since there is doubt in the minds of many whose opinions are entitled to consideration," C. P. Kindleberger finds, "there is a great deal to be said for choosing as uncommitted a manner of presentation as possible and permitting the user of the data to roll his own definition of the 'deficit.' "

Income, product accounts

"What the national economic accounts have achieved is the piecing together of the widely diverse fragments of the national data base into a coherent reporting system," according to Richard and Nancy Ruggles. "Most economists today would herald the development of the national accounts to describe and analyze the operation of the economic system as one of the greatest achievements of modern economics. . ."

But there is a demand for more information than the system now delivers.

Simon Kuznets asks "Why, in estimating the components of household consumption, has no effort been made to allow for the effects of urbanization and the increasing complexity of life imposed by the production system. . . ?"

"New measures must be developed to register some of the impact of economic activity upon the enjoyment of its fruits," writes Robert Lekachman. "The qualities of environment and the dimensions of amenity are empirical questions, susceptible, presumably to the techniques of sampling."

Lekachman writes, "the final product of such research would be a deflation device which, for want of a better term, I shall dub an index of amenity. . ."

Transforming gross national product is easier said than done.

Arthur M. Okun holds that by taking a few steps in the direction of an allegedly more comprehensive measure, a reformulation of the accounts might mislead the Nation into supposing that GNP was at last measuring social welfare.

"GNP is not the whole story of our society or even of our economy, and no conceivable redefinition can turn it into the whole story," Okun writes. "Producing a summary measure of social welfare is a job for a philosopher-king. . ."

Economic Accounts of the United States: Retrospect and Prospect is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Price $2.50. Subscriptions to the *Survey* are available at $9 a year with a free copy of the special issue, while they last.

—Bureau of Economic Analysis

First Year A Success, Ombudsman Seeks New Ways To Aid Business

"The bigger the house, the longer it takes to open the door," according to the Commerce Department's Ombudsman for Business.

Opening doors

In the Federal Government there are many doors to open in many cases before answers can be received to business questions. In its first year of operation, the Ombudsman office has succeeded in getting many of these doors opened promptly.

Thomas E. Drumm, Jr., a veteran Commerce Department official and a Special Assistant to the Secretary of Commerce, was designated as the Commerce Ombudsman in March of last year.

Since the opening of that office, 3600 cases from businessmen, government officials, trade association representatives, attorneys, C.P.A.s, minority entrepreneurs, educators, bankers and others have been handled from the 50 States, the District of Columbia and 22 foreign countries.

Drumm's report for February 1972 shows that 350 requests were received that month alone—not counting routine inquiries concerned with referral cases or research.

During February, the Ombudsman brought together a major conglomerate with specialists from the Bureau of Domestic Business, the Office of International Investment and other elements of the Bureau of International Commerce to assist that company with massive penetration of international markets with the broad range of their products and services, which will intensify export promotional activities, licensing, joint venture, acquisition and direct capital investment. Further consultations are planned, but a beginning has been made.

In another case, a businessman was provided with information and guidance for negotiation of a joint venture for production and licensing of technology and know-how with a Japanese firm.

A small company faced with a loss of $240,000 in exports because of the dock strike is being assisted in obtaining an extension of letter of credit by his importer.

The office is receiving more and more requests for information, guidance and consultations concerning trade with the People's Republic of China, and with the U.S.S.R.

Minority entrepreneurs are being assisted and brought together with the right segments of the Federal Government to help them. In one instance the Ombudsman has been working with a Field Office of Commerce and a Regional Office of the Small Business Administration to work out funding for a working capital loan for a minority trucking firm.

Businessmen who need assistance in their dealings with the Federal Government now have a central office in Washington, D.C., to write or call for information, suggestions, or even for registering complaints—the Commerce Department Ombudsman for Business.

All inquiries should be addressed to the Ombudsman, Thomas E. Drumm, Jr., Special Assistant to the Secretary, U.S. Department of Commerce, Washington, D.C. 20230, or call 202-967-3178.

The office also has been involved with market research, and in setting up technology forums and business forums.

Other Ombudsmen were assisted by the Federal Ombudsman. And

Thomas E. Drumm, Jr.
Ombudsman for Business

public response and trust in the role of the Ombudsman are growing daily. Quoted in a Cleveland paper is the statement, "A recent Kettering Foundation Poll showed that some people feel the Ombudsman has restored their faith in government."

The government-wide liaison arrangements in 15 other Federal departments and agencies have proven to be most cooperative and efficient in the delivery of information and services to Ombudsman clients.

The arrangements for on-the-spot service through the 42 field offices of the Department of Commerce and the local offices of the Small Business Administration and other departments and agencies in the field have proven to be helpful and effective.

The reaction in the business community has essentially been one of surprise that within the Federal structure there is an identifiable official to whom a businessman can turn with a problem and obtain sympathetic understanding and an orientation to take action and provide services.

Other questions put to the Ombudsman have dealt with economic stabilization measures, surplus property, truth-in-lending and advertising, foreign trade, non-tariff barriers, foreign market data, joint ventures and licensing abroad, import impact.

—Office of the Secretary

DISCOVERING TALENTS—*While confined to a Stryker frame in a Veterans Administration hospital this disabled young veteran develops his artistic talents with work on a water color painting. He will need a job in civilian society.*

LEAGUE LEADER—*A disabled veteran bowls on a team which leads an eight-team bowling league in Denver, Colo.*

Jobs For Vets Program Stresses Plight Of Disabled Veterans

"Not only do young disabled veterans need the help of industry and the Nation, we need the large existing and potential resource pool of skills and brains they can provide," asserts Warren G. Sullivan, vice president for personnel administration of the AVCO Corp.

Concern of nation

Sullivan's statement reflects the typical concern of the Nation's industrial leaders for the returning veteran—the disabled veteran.

Assisting disabled veterans is a part of the overall National Jobs For Veterans campaign. The JFV Committee, which includes representatives of Commerce, Labor and Defense Departments and the Veterans Administration, has dramatized the plight of the disabled veterans in its 1972 campaign.

Harold Russell, chairman of the President's Committee on Employment of the Handicapped, recently wrote Fortune's 500, urging them to employ the disabled Viet-Nam veteran.

"Their responses were so gratifying and are important to the disabled veteran of Viet-Nam," Russell commented. "The disabled veteran faces a trying period of readjustment. He must readjust to society, the world of work, the family, the community and to himself."

Although reflecting the social and economic diversity of America, many young disabled veterans are unskilled, Russell said.

"They are returning with their wounds but not much else."

Federal programs include a variety of educational opportuni-

Harold Russell
Chairman, President's Committee On Employment of Handicapped

ties available to the disabled veteran through the Veterans Administration. The VA offers tutorial and remedial programs and a number of training programs.

Employers can use the VA on the job training programs. Some programs, such as PREP (Predischarge Education Programs), can be started while the disabled soldier is in the hospital recuperating from his wounds.

Housing and automobile allowances are available for the severely disabled and, for the less severely disabled, there are the G. I. Bill, manpower training programs and a variety of assistance from the Veterans Administration and the Employment Service.

Not limited

"Programs for the disabled veteran are by no means limited to government action," Russell stated. "Private organizations are heavily involved."

Veterans groups have mounted ambitious programs to reach and counsel the disabled veteran on educational, training and employment opportunities, according to Russell.

The Disabled American Veterans is querying every disabled Viet-Nam veteran as to his job and training needs, Russell stated.

"Statistics show that despite the many efforts, much more needs to be done," the Committee chairman asserted.

He said disabled veterans are not taking full advantage of the training and educational opportunities available to them and the unemployment rate among disabled veterans is higher than the already high rate for all returning veterans.

Russell urged employers to "seek a disabled veteran to fill an available opening and encourage him to succeed and advance."

"You'll find that you'll have gained a loyal, dedicated employee," Russell concluded.

He noted that the Fitzsimmons General Hospital and the Community College of Denver recently started the first in-hospital PREP program in the Nation. Disabled servicemen recuperating at this hospital have their choice of classes in the hospital or taking regular courses at the nearby campus of the Community College.

They can use their time to good advantage in preparing for their future, he concluded.

Discuss education

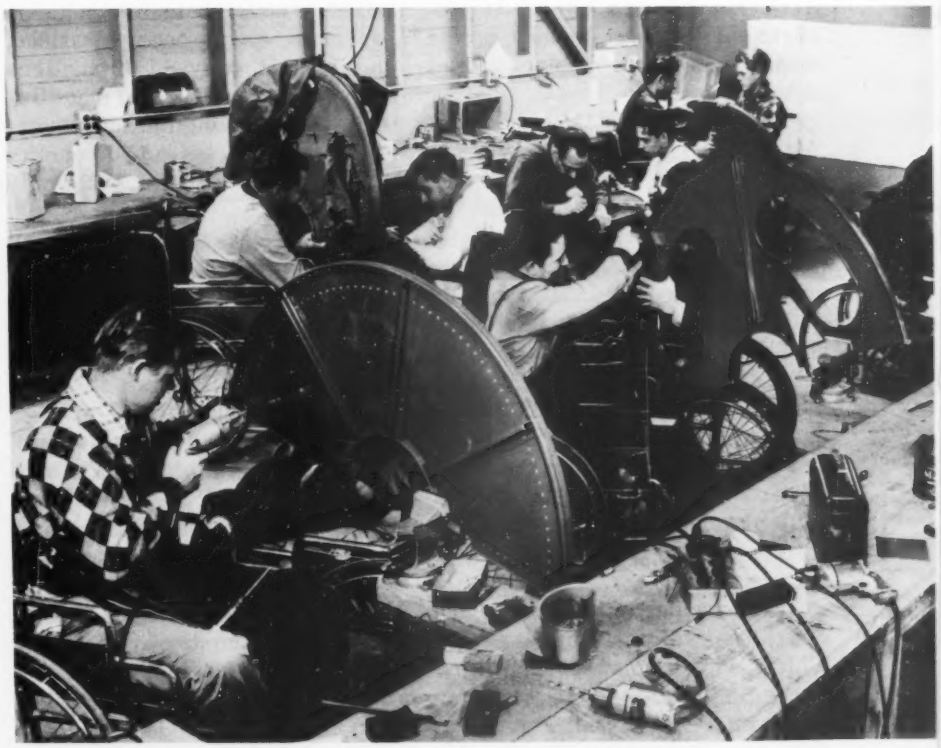
The Committee on Disabled Veterans of the President's Committee for Employment of the Handicapped is helping organize a meeting of educational associations in Washington later this year. The meeting will discuss the educational problems of the disabled veteran and offer solutions. It also participated in the Veterans Administration Task Force on Education to help U.S. veterans.

"These efforts directed at the educational community are designed to further opportunities for the disabled veteran," Russell continued. "We believe there is a need to motivate the disabled veteran to use all resources."

Russell said Texaco, Fieldcrest Mills, Admiral, Oscar Mayer and Co., Scott Paper and Kaiser are but a few of the corporate giants which responded affirmatively to his requests.

James L. Turrentine, vice president, employee and public relations, of Pitney Bowes offers a direction for every American businessman:

". . . we will make every effort to provide jobs for disabled veterans back from Viet-Nam. We have a history of concern for the handicapped and have employed many of them. We know from experience that they make valuable and effective employees."



CALIFORNIA PLANT—*A specially equipped production plant employing wheelchair veterans handles light assembly work and employs 95 percent disabled veterans. Disabled veterans have been found to make valuable employees.*

Calendar For Businessmen

April 4-5—Orono, Me.—"Industrial Development-Economic Growth Through Regional Development," seminar at the University of Maine. For information, William Oliver, Continuing Education Division. Phone-207-581-7339.

April 5—Rockville, Md.—Business-Government Procurement Conference, at The Campus Center Building, Montgomery Community College, 51 Mannakee St. For information, Jerry Daniel. Phone: 301-762-8034.

April 19-20—New York—National Industrial Conference Board Seminar on "Energy and Public Policy," A. E. Gibson, Assistant Secretary of Commerce for Maritime Affairs, panelist.

May 7-10—Hartford, Conn.—American Industrial Development Council annual conference. For information, AIDC, Boston. Phone: 617-536-6378.

April 30-May 4—St. Louis—National Conference on Domestic Shipping, sponsored by the Maritime Administration.

New Two-Volume Demographic Work Will Help U.S. Population Data Users

A two-volume work, intended to serve both as a text for courses on demographic methods and as a reference for professionals who work with population data, is now available, says the Commerce Department's Census Bureau of the Social and Economic Statistics Administration.

The book, *The Methods and Materials of Demography*, gives a comprehensive exposition of the methods used by technicians in dealing with demographic data. The derivation of the demographic measures described is typically illustrated by step-by-step examples using actual statistics. Users, however, do not need a knowledge of advanced mathematics to understand the contents.

Emphasis is placed on the kinds of data available for statistically underdeveloped nations, as well as on the special methods applicable to these areas.

The principal authors are Henry S. Shryock, former Assistant Chief, Population Division, and Jacob S. Siegel, Staff Assistant for Program Development, Population Division, Bureau of the Census. The volumes also benefit from the contributions of other specialists who wrote several chapters and helped prepare sections of others.

In the preface, the authors say, "This is not a book on population trends or population issues. It is rather a book about how data on population are gathered, classified, and treated to yield tabulations and various summarizing measures that reveal the significant aspects of the composition and dynamics of populations."

Businessmen, as well as local health officials, city and regional planning groups, state and regional development agencies and national agencies concerned with present or future population will find the book helpful in their planning activities.

Volume One is divided into three parts: Demographic Data; Population Size and Distribution; and Population Composition. Volume Two has two parts: Population Dynamics; and General Methods, Estimates and Projections.

Copies of the two-volume *The Methods and Materials of Demography* are available for $7.00 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

—Census Bureau

Engineers Can Benefit From New Overseas Information Handbook

An up-to-date handbook containing information of interest to U.S. engineering firms on conditions and legal requirements existing in 114 countries of the free world has been prepared by Commerce's Bureau of Domestic Commerce with the assistance of the Bureau of International Commerce and U.S. commercial officers stationed abroad.

Entitled "Engineers' Overseas Handbook," the 250-page document sets forth answers to a questionnaire of 12 questions prepared to elicit from the various countries basic information which the American engineer will want to know.

The handbook contains the questions in the questionnaire, and provides the answers obtained from the different countries, which are listed in alphabetical order.

The document updates a 1965 edition of the handbook. It is designed to assist U.S. engineering firms in developing business overseas. The answers cover legal requirements such as licensing, local representation, participation in projects, contracts, social costs, convertibility of currency and repatriation of fees, and taxes.

Generally, the information applies as of January, 1970. The latest available information has been provided, although it has not been possible to obtain complete data for all countries.

The information in the handbook will help U.S. technical know-how to be prepared to meet this challenge in developing as well as in developed countries.

The handbook is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The price is $1.50, Stock Number 0308-0138.

—Bureau of Domestic Commerce

SCIENCE & TECHNOLOGY REPORT

- President proposes more support to SBICs
- Study team seeks R&D answers in 5 nations
- Nation's inventors begin to benefit from streamlining
- Undersea research may aid fish industry
- Computer to find earthquake center
- Research confirms value of vegetation to curtail noise
- Patents of special interest

President Proposes More Support To SBICs

President Nixon intends to send Congress legislation which would encourage the development of the small, high technology firms which he said in a science and technology message to the Congress "have had such a distinguished pioneering record."

This proposal would provide additional means for the Small Business Investment Companies (SBICs) to improve the availability of venture capital to such firms.

The President proposes that the ratio of Government support to SBICs be increased. This increased assistance "would be channeled to small business concerns which are principally engaged in the development or exploitation of inventions or of technological improvements and new products."

Proposed legislation would also increase the limit of Small Business Administration loans to each SBIC to $20 million to allow for growth in SBIC funds devoted to technology investments. The current limit is $10 million

Federally-regulated commercial banks would again be permitted to achieve up to 100 percent ownership of an SBIC, rather than the limited 50 percent ownership allowed at present.

Another aspect

Another aspect of the President's proposed program is his urging passage of the small business tax bill, which would provide for extending the eligibility period for the exercise of qualified stock options from five to eight or ten years, reducing the holding period for non-registered stock from three years to one, and extending the tax-loss carry-forward from five to 10 years. These provisions would apply to small firms, as defined in the proposed legislation.

The President's fiscal year 1973 budget proposes new programs be set up by the National Science Foundation and Commerce's National Bureau of Standards "to determine effective ways of stimulating non-Federal investment in research and development and of improving the application of research and development results. The experiments to be set up under

this program are designed to test a variety of partnership arrangements among the various levels of government, private firms and universities. They would include the exploration of new arrangements for cost-sharing, patent licensing, and research support, as well as the testing of incentives for industrial research associations."

The President proposes that the Commerce Department serve as focal point for appraising on a continuing basis, the technological strengths and weaknesses of U.S. industry. Barriers to such progress are to be identified.

Industry response

Federal support of private research and development is not only necessary and desirable, he points out, but must be made available "through cost-sharing agreements, procurement policies or other arrangements." Industry's response to this Federal partnership role, he says, is encouraging. He cites electric utilities which have already pledged some $25 million a year for a period of 10 years to develop a liquid metal fast breeder reactor demonstration plant.

Pledges have come through the Edison Electric Institute, the American Public Power Association, and the National Rural Electric Cooperative Association, the President told the Congress.

Gas companies, through the American Gas Association, have raised $10 million to accelerate the effort to convert coal into gas. This sum represents industry's first year share in a pilot plant program which will be financed one-third by industry and two-thirds by the Federal Government. When it proves feasible to proceed to the demonstration stage, industrial contributions will be expected to increase, said the President.

Marshalling science

The program proposed would be, in the President's words, "a strong new effort to marshal science and technology in the work of strengthening our economy and improving the quality of our life."

In applying Government-sponsored technologies to the private sector of the economy, the President has told the Congress that "one important barrier . . . is the lack of incentive which results from the fact that such technologies are generally available to all competitors."

Last August a change was made in the Government's patent policy liberalizing the private use of Government-owned patents by making them available to private firms through exclusive licenses where needed to encourage commercial application.

As a further step in this direction, the President has directed his Science Adviser, Dr. Edward E. David, Jr., and Secretary of Commerce Peterson "to develop plans for a new, systematic effort to promote actively the licensing of Government-owned patents and to obtain domestic and foreign patent protection for technology owned by the United States Government in order to promote its transfer into the civilian economy."

Canned Salmon Pack Rises Substantially For 1971

Preliminary estimates of the 1971 Washington and Oregon canned salmon pack indicate a total pack of 615,550 standard cases (48 one-pound cans per case), up 357,900 cases or 139 percent from 1970.

Dominating the 1971 pack was Puget Sound sockeye salmon, accounting for 251,483 cases or 41 percent of the total. The canned pack of sockeye salmon in Puget Sound was up 50 percent over the cycle year 1967 pack. The 1971 Puget Sound pink salmon pack of 146,800 cases was slightly less than double the 1969 cycle year pack of 75,857 cases.

Puget Sound pink salmon runs occur only in odd numbered years.

—*NOAA*

Study Team Seeks R&D Answers In 5 Other Nations

Members of a seven-man team of experts recruited from the Technical Analysis Division of Commerce's National Bureau of Standards fly soon to five highly industrialized nations in Europe and Asia to study the policies and programs of those nations in promoting exports, supporting product and prototype development by government-funded research and development, and enhancing industrial productivity.

Canada, the United Kingdom, France, West Germany, and Japan will be visited during a two-week period.

Policy study

This effort is part of a project begun last fall to study the policies and operations of selected foreign governments in the general area of research and development and the enhancement of industrial technology. U.S. policies and practices and ultimately, American industry, may benefit from the findings of this study.

"The Government has the responsibility to transfer the results of its research and development activities to wider use in the private sector," President Nixon said in a recent message to the Congress. He called for " a new partnership in science and technology . . . which brings together the Federal Government, private enterprise, State and local governments, and our universities and research centers in a coordinated, cooperative effort to serve the national interest."

Report assembled

Discussions will be held by the study group with government officials, corporate executives, program managers, educational, scien-

tific and technological institutions in the selected countries.

Dr. George C. Nichols, senior economist at the Bureau of Standards' TAD, is director of this project which is under the general management of John A. Birch, advisor for international activities to Dr. James H. Wakelin, Jr., Assistant Secretary of Commerce for Science and Technology.

In preparation for their on-the-spot visits, the group has assembled a report entitled "Government Policies and Incentive Programs on Export Promotion, Product & Prototype Development and Productivity Enhancement in Selected Countries."

Copies may be ordered for $3 apiece from the National Technical Information Service, U.S. Department of Commerce, Springfield, Va. 22151.

—Office of the Assistant Secretary, Science & Technology

Nation's Inventors Begin To Benefit From Patent Streamlining Procedures

The nation's inventors are beginning to benefit from new streamlining procedures adopted by Commerce's Patent Office. Machinery is in effect which cuts the examining procedure two months from pendency-to-first action and three months in the pendency-to-issuance. At the present time, examiners are reaching cases for first action about 10½ months after their filing date, according to Patent Commissioner Robert Gottschalk.

He made the point recently when addressing the Philadelphia Patent Law Association in that city.

He emphasized, however, that "in our effort to reduce pendency, we do not intend to sacrifice to expediency, the adequate development and making of record of all important issues, or meaningful examination, or justice and fair treatment for the applicant."

Better tools

A program has been initiated, he said, to revive the manual classification effort to improve the search of patent examiners without requiring additional time by providing them with better tools.

Patents has also developed and begun utilizing what is now commonly known as the "First Action Form," he said. Its use has significantly reduced the time required to prepare and mail first actions.

Gottschalk pointed out that the time required for the post-examination processing of applications, including the actual printing of a patent, has been reduced almost two months since the beginning of this fiscal year.

Reduced delays

Speedup has also occurred in the trademark examining operation, he said, so that where formerly the trademark search file was more than three months deficient in terms of available data concerning newly-filed applications, today this delay has been reduced to four weeks. Patents' goal, he said, is to deliver data to the Public Search Room within 10 days of the receipt of new applications.

"In another important area," said Gottschalk, "that of communication between the office and the applicant, we are introducing a number of new techniques. At present, our emphasis is on first actions and the techniques now in use, or in active stages of development include the use of form paragraphs, transcribed by mechanically-aided typewriters; the use of check-off forms, where feasible; and the pre-addressing of the forms used in first action letters."

The bridging effect which patent incentives have in stimulating the American economy through technological advances is recognized, Gottschalk said, adding that "we recognize that our ability to compete internationally rests upon both the strength of the patent incentive in this country and our ability to obtain patents to protect our technology abroad."

An Office of Technology Assessment and Forecast has been established to take advantage of the wealth of statistical information generated by the Patent Office as a byproduct of the process of examining and issuing patents. The reports to be disseminated by this office will show trends in technological activity across the entire spectrum of technological disciplines.

Reports will also be made of the technological status of the U.S. relative to that of foreign countries, possibly prior to any impact on world markets. With this information, the Government will be better able to channel its resources to stimulate areas of lagging technology and industry will be better able to compete with foreign competitors in world markets.

—Patent Office

Oyster Beds To Be Replanted

Federal funds amounting to $200,000 are being made available to two northwestern counties of Florida—Escambia and Santa Rosa—to establish new productive oyster reefs to replace those destroyed by a parasitic fungus disease.

The funds are made available as a resource disaster grant under provisions of the Commercial Fisheries Research and Development Act of 1964, administered by the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration.

The area of the kill constituted more than 110 acres of oyster reefs. The total loss was about 38,000 bushels of harvestable oysters valued at about $300,000 retail.

—NOAA

OCEANOGRAPHIC DUO—*Dr. J. Morgan Wells of the University of North Carolina and his oceanographer wife Anna relax (top) prior to a 78-hour underwater assignment studying the reefs off Florida during which they lived in the tiny submerged habitat* EDALHAB. *Bottom photo shows them returning to the open lower hatch of EDALHAB following one experiment.*

RUBBER REEF—*Young sea bass and starfi constructed of worn-out automobile tires. Su protecting young fish ousted by their elders fr*

Undersea Research May

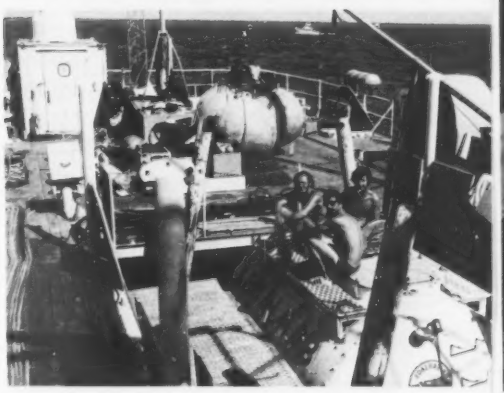
Undersea research currently under way off Florida is providing important data not only for the research scientist but for the commercial fishing industry as well. The project is FLARE (Florida Aquanaut Research Expedition), directed by Commerce's National Oceanic and Atmospheric Administration. It is a three-month investigation of the marine environment including studies of fish behavior and artificial reefs.

Scientists are making their studies from a mobile, submerged habitat made from a surplus boiler and laboratory moored to the sea floor supported by a surface vessel overhead.

The fish behavior tests have already determined that specially-designed traps emplaced on the sea floor are successful in capturing large numbers of fish in a rela-

LOBSTER TRAP—*A marine biologist inspects a commercial lobster trap on the sea floor during one of the studies.*

arfish gather around their new home, an artificial reef Such reefs have been found particularly successful in from crowded natural reefs where predators lurk.



PREPARING FOR MISSION—*In port,* LULU, *the catamaran mother ship, is docked with the underwater habitat* EDALHAB *seen through the arc of the mother ship. Center photo was taken as* LULU *sailed to her appointed rendezvous. Bottom photo shows two marine scientists inspecting one of the nylon mesh fish traps which proved successful in capturing large numbers of fish.*

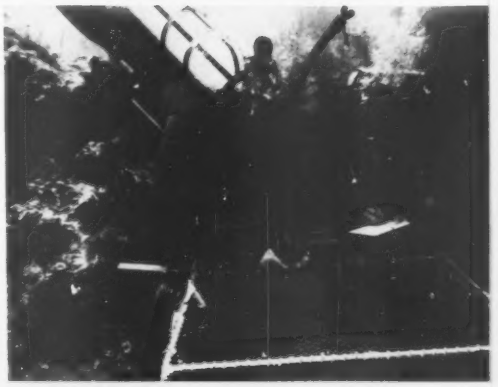
y Aid Fishing Industry

tively short time. The green box-like traps are about six feet long and made of nylon mesh. Each trap can capture and hold as much as 1,000 pounds of fish.

Such tests could result in modification or new designs in fishing gear for the commercial industry.

FLARE scientists have also found that artificial reefs constructed of used automobile tires and discarded concrete test cylinders attract young fish crowded out of natural reefs by territorial instincts of their elders. Edible plant life quickly gathers on the reef providing a relatively safe haven for a growing new fish population which should aid in production of fish.

Reefs made from such material representing a disposal problem on land thus serve a dual purpose on the sea floor. —*NOAA*



BOTTOM PROBE—*The sea bottom is carefully explored by two marine scientists in one of several FLARE experiments.*

Computer To Find Earthquake Center

Preliminary surface locations or epicenters of earthquakes and a host of associated information is now to be determined in seconds electronically.

It is part of the first step of the National Earthquake Information Center in moving from National Oceanic and Atmospheric Administration headquarters in Rockville, Md., to its new home with NOAA's Environmental Research Laboratories in Boulder, Colo. The Center has installed a terminal connected to a computer at the Boulder facility.

Since the 1930s, seismologists have determined earthquake epicenters by measuring the angular distance from reporting seismograph stations to the tremor, and then swinging arcs from several station locations on a large world globe. These arcs intersect at the surface area above the subterranean source or hypocenter of the earthquake. Distance from station to epicenter is estimated by comparing arrival times at the station of different types of seismic waves.

Using the computer provides speedier information, a higher order of accuracy, and more types of information.

Telephone terminal

For the time being, seismic data will be received by NOAA's Communication Center in Suitland, Md., and transmitted to the National Earthquake Information Center in Rockville, Md., which will input the data into the Boulder computer via the newly installed telephone terminal. The earthquake program in the computer's memory will play back epicenter location, hypocenter depth, time of occurrence, and indications of how well each seismograph station's data fits.

James F. Lander, chief of the National Earthquake Information Center, says this is only the beginning.

"The next step," he points out, "will be to add magnitude determinations to the computer program, and to automate the system so that incoming seismic data go directly into the computer. Eventually we want to have historical data on memory discs that can be used with this program. Then we can ask the computer questions like, 'How many earthquakes above magnitude 7 occurred last year, and where?' Or, 'When and where did the last earthquake above such-and-such a magnitude occur within 100 miles of this earthquake?' "

—NOAA

Research Confirms Value Of Vegetation To Curtail Urban Noise

Architectural and construction firms as well as urban planners and other concerned public officials should find the data of recently-completed research on the effects of different types of surface vegetation on noise and temperatures in communities of value in future planning of business and housing sites.

Tests show that a forest stabilizes the daytime temperature range, especially on clear days, while under identical weather conditions grassy, asphalt-paved, and barren-soil surfaces and artificial turf have much greater extremes.

Trees reduce the noise level at some audio frequencies by several decibels.

These facts have been developed from research conducted by Ceel Van Den Brink, a National Weather Service scientist of Commerce's National Oceanic and Atmospheric Administration, and Michigan State University horticulturists and audiologists.

They have demonstrated scientifically that the rather obvious detrimental effects of increased urban noise pollution and greater temperature extremes indicate that preserving existing forested areas might be more economical and beneficial than their quick destruction and the many years necessary to reestablish equivalent tree cover.

Comparative temperatures

Standard Weather Service instrument shelters, each containing recording thermographs, were used to record comparative temperatures. A mature oak forest, an adjacent grassy fairway of a golf course, and a nearby asphalt-paved parking lot were each equipped with the stations and temperatures were recorded continuously at the five-foot level for a 40-hour period.

Noise reduction attributable to trees was measured in decibels by determining the attenuation of artificially-generated broad band, or "white noise," after noise due to distance from the source was subtracted. White noise is equally intense sound at all frequencies between 100 and 10,000 Hertz (cycles per second).

The noise frequency, type and spacing of plants, and stage of growth were the salient factors in noise reduction, with greater attenuation generally in the lower and higher frequency regions of the audio range. Norway spruce appeared to be the best all-round sound absorber.

—NOAA

Record 1971 Menhaden Catch

Gulf of Mexico catches of menhaden, a fish used primarily as an additive in poultry and cattle feed, broke all records in 1971, according to the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration. More than one and one-half billion pounds was landed in Mississippi, Louisiana, and Texas. It is the largest single species catch in U.S. history.

—NOAA

Patents Of Special Interest

Recent patents issued by the U. S. Patent Office included:

Vehicle safety apparatus. An improved safety device for protecting an occupant of a vehicle during an accident includes a confinement which is operable from a collapsed condition to an expanded condition in which it restrains movement of the occupants. The confinement is expanded by detonation of an explosive charge which propels a member outwardly to effect the expansion. Patent No. 3,624,810 issued to David P. Hass, Detroit, Mich., and assigned to Eaton Yale & Towne, Inc., Cleveland, Ohio.

Oil slick removing vessel. A vessel for removing floating oil and other waste matter from the surface of water, such as lakes, harbors, rivers or seas. An elongated pipe having a number of spaced slits for water to flow through is positioned along the forward portion of the vessel. A pump provides water under pressure to the pipe. Means for adjusting the pitch of the vessel and the depth at which the pipe is positioned are also provided. Patent No. 3,630,376 issued to Larry D. Price, 2656 S. Union, Blue Island, Ill.

Patents Numbering 2,700,764 to 2,702,900 expired during March, 1972. Upon the expiration of the 17-year period covered by a patent, the invention passes into the public domain and may be made, used or sold by the public without payment of any royalty, or infringement of the inventors exclusive patent rights.

Water treating and storage apparatus. A novel water treating apparatus having a unique capability of supplying at instantaneous demand needs and at line pressure treated water and/or service water and continuously replenishing the supply of treated water without the need for elaborate or special timing devices, switches, valving arrangements. The apparatus is especially useful in softening or desalting water by reverse osmosis, and electrodialysis. Patent No. 3,630,378 issued to William C. Bauman, Midland, Mich., and assigned to The Dow Chemical Co., Midland, Mich.

Automatic crash pad for motor vehicles. A safety crash shield which is supported in the head liner of a motor vehicle, and arranged to automatically move into protective position in front of the driver and passengers upon impact of the vehicle with another object, at and above a predetermined speed. The invention resides in the particular mounting for the device and in the spring-biased lever for triggering the movement of the pad, and in the shock-absorbing means for backing up the shield when in operative position. Patent No. 3,630,542 issued to Casimir E. Wycech, 5941 Argyle, Dearborn, Mich.

Poultry transfer apparatus. Poultry transported by a first conveyor is hung by the feet from shackles. As the birds are moved horizontally at a constant speed by the first conveyor, they are engaged by transfer shackles of a special construction which are supported from a second conveyor. The transfer shackles include a clamp for each thigh composed of a slot and a retaining lug. When the thighs of each bird are forced into the slots, the retainer lug snaps into place over the open end of the slot to prevent the thigh from being released. The birds are then carried by the transfer shackles to a third conveyor also provided with leg shackles. The legs of the bird are brought into registry with the shackles of the third conveyor and a cam assembly engaging the transfer shackle releases the retaining lugs and allows the thighs of the bird to fall from the transfer shackles. Patent No. 3,643,293 issued to Jack J. Rejsa, Minneapolis, Minn. and assigned to the Pillsbury Company, Minneapolis, Minn.

Abstracts and drawings of patents are published as they are issued in the *Patent Official Gazette* each Tuesday. More than 1,600 patents are issued each week. Trademarks are published in the *Trademark Official Gazette*. Copies of the *Patent Official Gazette* and the *Trademark Official Gazette* may be obtained from the Superintendent of Documents, GPO, Washington, D.C., 20402.

Science Calendar

April 17-21—Boise, Idaho—Fifth annual meeting of National Conference of States on Building Codes and Standards. Contact: NCSBCS Secretariat, BRD, National Bureau of Standards, Washington, D.C. 20234.

April 24-27—Washington, D.C.—American Physical Society, Sheraton-Park Hotel.

April 25-28—Orlando, Fla.—Sixth annual Inventors' Congress held concurrently with Florida Industries Exposition which sponsors it in cooperation with the Commerce Department.

June 21-23—Boulder, Colo.—National Bureau of Standards, Boulder Laboratories Joint Measurement Conference. Theme is "The Role and Value of Measurement." Sponsored by National Bureau of Standards and others.

August 9-12—Kailua-Kona, Hawaii—International Symposium on Billfish. Sponsored by National Marine Fisheries Service.

Oct. 30-Nov. 1—Gaithersburg, Md.—National Bureau of Standards. "Dimensional Accuracy in Manufacturing." Sponsored by National Bureau of Standards.

Newsmemo

An open letter from the U.S. Ambassador to Canada, Adolph W. Schmidt, to the American businessmen who read this column:

Please answer your mail from abroad. I hear of too many instances of neglect or failure to do so. A recent report to me by the U.S. Consulate General in Vancouver is a case in point. I quote it, slightly altered so as not to disclose identities:

The attached correspondence illustrates the type of situation which tends to convince foreign buyers that alternative supply sources, other than the U.S., should be found.

The buyer for a Vancouver company had first written to the U.S. firm last July and, despite an assisting attempt by a Field Office of the Department of Commerce, had received no reply up to the present time.

We have recently telephoned the Vancouver company, albeit reluctantly, and informed its buyer that our efforts to obtain a reply from the U.S. firm appear to have been in vain. The buyer stated that he would have to look for an alternative source of supply in some other country.

He added that he could not understand the reason why the firm had not responded to his letters, because his company had placed previous orders with the American firm. While the buyer appreciated our endeavor to assist his company, he may, in the future, choose foreign supply sources other than the United States.

I am not suggesting that any additional action be taken on this case because there appears to be nothing further that can be done...

We know (Ambassador Schmidt resumes) that such cases are not at all representative of the courtesy, efficiency, and energy of United States businessmen. Naturally, we very seldom hear about the overwhelming majority of inquiries or complaints promptly and satisfactorily answered. Nevertheless, with distressing frequency, the Embassy and Consulates General in Canada hear about the lack of response from U.S. companies.

I am aware that this is a perennial problem shared by the Department of Commerce, its Field Offices in the United States, and many of our more than 300 posts abroad. I believe it might be or could become serious enough to have a harmful effect on our trade promotion and the American business image abroad.

I therefore make this plea to my compatriots: please answer those inquiries from abroad. The profits you gain and the image you save may be your own.

International Trade Winds

TUBING—The Wolverine Tube Division of Universal Oil Products Co., Allen Park, Mich. is supplying some $900,000 of zirconium alloy fuel cladding tubing for use in a nuclear electric reactor in Japan. The boiling water reactor is being constructed by Hitachi Ltd. at Kashima for Chugoku Electric Power Co. The plant will generate 460 megawatts of electricity when completed in late 1973. The tubing was purchased from Wolverine by Marubeni Corp. for Japan Nuclear Fuel Co., a joint venture of Hitachi, Toshiba and General Electric which is assembling the fuel elements for the reactor core.

NATURAL GAS — Houston-based International Systems & Controls has announced receipt by Pritchard-Rhodes Ltd., its British engineering subsidiary, of a $5.7 million contract from Impexmin Enterprise for Foreign Trade in Romania for engineering and construction of a plant to recover ethane from a natural gas stream. The plant will be designed around Pritchard's proprietary process, utilizing a turbo expander, and will treat 3.1 million cubic meters of gas per day with an ethane recovery of 70 percent. Pritchard-Rhodes will receive 25 percent of the contract value in goods supplied by Romanian state export companies.

CHEMICALS—Badger France, a subsidiary of Badger Co., Inc. of Cambridge, Mass. is building a hydroquinone and pyrocatechol manufacturing plant near Lyons, France for Societe des Usines Chimiques Rhone-Poulenc. Badger France has the contract for engineering and procurement as well as construction. When completed late this year, the facility will have a capacity of 18,000 metric tons of diphenols per year.

COMMUNICATIONS—GTE International Inc., a subsidiary of General Telephone and Electronics Corp., New York, has received a $2 million contract to reorganize Liberia's telecommunications system, and provide operations and management assistance. Comprehensive plans for expansion of the nation's communications system will also be provided by GTE International. Liberian personnel will be trained to assume operation of the system at the conclusion of the two-year contract.

INTERNATIONAL COMMERCE REPORT

- Changes ahead for traders in Mexico
- Prospects now in Taiwan
- Problems and opportunities in Honduras
- Industrialization and market openings in Finland
- U.S. exports competitive in Israel
- Monthly trade promotion schedule
- Dozens of construction situations worldwide

Mission Sees Equipment Sales In Middle East

Reports of a $70 to $80 million annual market for their product lines were brought back recently by members of a U.S. trade mission to the Middle East. As one member described it, "Few places in the world are able to match this area in terms of expansion and capital expenditure over the next few years."

Eight American manufacturers of pumps, valves, compressors, and fluid power components were represented on this first specialized trade mission ever sent officially to Middle Eastern countries. The group returned with $650,000 in firm orders and sales projections of more than $3.5 million for the next 12 months.

During a three-week tour, the mission visited Kuwait, Bahrain, Saudi Arabia (Dhahran, Riyadh, Jidda), and Beirut, Lebanon.

A feature that attracted much attention at each stop, according to Mission Director Robert J. Bushnell, was a technical seminar directed to key Government and industry officials. As most of the countries visited are important oil producers, the seminars offered an opportunity for local officials and engineers to learn of the latest developments in petroleum-related U.S. equipment. On several occasions, Bushnell pointed out, mission members were able to solve technical problems encountered in the field by engineers in the audience.

PHOTO ABOVE—Mission director Robert J. Bushnell (center), in Saudi Arabia, discusses market prospects with the president of the Jidda Chamber of Commerce & Industry (right), and a local businessman.

The seminar approach also proved of value to the mission members themselves. Robert H. Hull, Peerless Pump Division, FMC Corp., Los Angeles, said for example of the Beirut seminar that it was "attended by an excellent group of professional people and gave us a good opportunity for exposure."

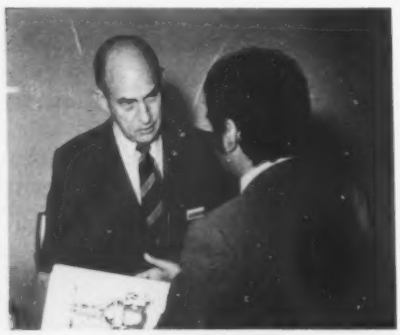
The large market potential found by the mission stems principally from the dramatic increase in petroleum revenues now being realized by Middle Eastern producers—a result of the compound effects of the 1971 Tehran agreement on price and tax levels, and the mounting output of crude oil. This will mean much more purchasing power in the area.

U.S. engineered equipment was found to be highly regarded in all of the countries visited, with

GETTING ACQUAINTED — *Mission member David Hyams, Lunkenheimer Co., Cincinnati, discusses markets with Kuwaiti businessmen.*

LEARNING ABOUT U.S. PUMPS— *Kuwaiti businessman hears from Philip Ordway about equipment of his firm, Union Pump, Battle Creek, Mich.*

DISCUSSING PLAN—*Russell E. McQuiston (right), Aeroquip Corp., Jackson, Mich., talks with two members of the Boodai Co., in Kuwait.*



EXCHANGING DETAILS — *Specifications in hand, a Kuwaiti trader stops Robert H. Hull, of the FMC Corp., to ask a last-minute question.*

buyers often willing to pay a premium to obtain American products. Price competition has become increasingly keen in recent years, but the devaluation of the dollar has now substantially improved business prospects for U.S. firms selling into the area.

Markets by country

Bushnell summarized, by country, some mission findings which may be of interest to other American manufacturers:

Saudi Arabia. Already the world's largest oil exporting nation, Saudi Arabia plans to more than double its current production within the next few years. Its gross national product is growing at 15 percent annually and its budget has increased by two thirds this fiscal year to finance an ambitious development plan. Grant Risch, Ingersoll Rand Co., New York, said: "The meetings with the various Ministers in Riyadh were most rewarding. The ability to have contacts with these men and to question them on their plans justified the whole visit to Saudi Arabia."

This billion dollar market for foreign goods and services is expected to increase substantially in the near future. The United States is the country's principal supplier, American products have a reputation for high quality, and the market has almost no import restrictions. The major oil producing firm is the U.S.-owned Arabian American Oil Co.

Projects under way or under consideration include among others: Doubling the Jidda desalting plant and installing smaller ones in coastal cities; constructing several hospitals, a refinery, an aluminum smelter, an ore reduction plant, and telecommunications facilities; expanding Dammam port, and building a 600-ton-a-day sulfur plant.

Kuwait: The Tehran agreement will increase Kuwait's oil earnings from current $1.3 billion a year to $2 billion in 1975. Expansion in petroleum and general industrial areas indicate good prospects for U.S. sales. New development projects actually budgeted or under consideration include expanded electric power stations; aluminum reduction plant; highway, drainage, and sewage construction; building a large hospital, and an LPG plant. Harry W. Kramer, Worthington Corp., Mountainside, N.J., observed in Kuwait, "The purpose of my visit is to see that our company's products and services adequately support the needs of the marketplace. The mission has strongly assisted in this matter."

Bahrain: Although Bahrain's oil production is much smaller than Saudi Arabia's or Kuwait's, the newly independent island nation is expanding its production. The island also serves as a trading center for neighboring oil-rich and rapidly developing Gulf sheikhdoms. "With the construction now under way in Bahrain," commented Donald Kolesar, Drake America Corp., New York, representing Crane-Deming Pump and Westinghouse Air Brake, "there should be a market for contractor-type equipment such as portable compressors and contractor pumps. Possibilities exist for servicing the Gulf area from Bahrain because of its convenient location, good transportation and communications."

The Bahrain Petroleum Co., owned jointly by Standard Oil of California and Texaco, Inc., is the major oil producer on the island.

Lebanon: Not an oil-producing nation, Lebanon is an important regional commercial center. The government has recently announced an ambitious development plan including a large airport improvement project, a water distribution network, and several small dams.

Mission Director Bushnell, who has spent 11 years in business and governmental activities in the Middle East, is now at the State Department's Foreign Service Institute.

Pump, Compressor Markets Cited In Global Survey

U.S. pump, valve, and compressor producers in the coming years will have "an unparalleled opportunity to capitalize on the quickening pace of world industrialization," according to a recent Commerce Department survey.

Overseas market research by the Department has identified 21 countries in which conditions are particularly favorable for U.S. suppliers. Imports of such equipment in 1970 by the 21 countries totaled $1.5 billion. The U.S. share was $431 million. By 1975, imports are expected to reach almost $2.2 billion with U.S. suppliers furnishing about $630 million.

The broad range and high quality of U.S.-made products, plus realignment of the dollar in relation to foreign currencies, are factors brightening the export outlook for American suppliers, according to the survey. Among the items showing the highest export potential are reciprocating pumps, reciprocating and rotary gas compressors, and signal-actuated control valves.

The survey reveals that overseas manufacturers can be expected to meet demands within their countries for simpler types of pumps, valves, and compressors. In certain areas, the higher prices of U.S. products pose a problem, and in others, exporters can expect increasing competition from Europe and Japan. Overseas requirements will expand, however, as a consequence of programs designed to provide efficient distribution of water, construction of road networks, increased power, and upgrading of industrial techniques.

For each of the 21 countries, the survey summarizes market characteristics and outlook, product identification, end-user analysis, and sales development tips.

Published by the Department's Bureau of International Commerce as one of its series of Global Market Surveys, the study on Pumps, Valves, and Compressors is available from any of the Commerce Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at $1.50.

Mission To Sell Pumps, Valves In Far East

Pumps, valves, compressors, and fluid power equipment will be the focus of a U.S. trade mission to the Far East early this summer. The mission, limited to eight firms, will visit Taiwan and Korea in June.

Both countries are included in the Commerce Department's Global Market Survey described in the preceding article.

The mission will feature a seminar, directed to key technicians, engineers, industrialists, and government personnel. Seminar participants, to be recruited from the mission members, will be encouraged to provide slides and other graphics for illustrative purposes.

Interested U.S. firms should communicate with Herbert Socks, by phone, 202-967-3184; or write the Trade Missions Division, BIC-940, U.S. Department of Commerce, Washington, D.C. 20230.

Government, Business Officials To Speak At Trade Conferences

Three major conventions of U.S. foreign traders will be held this month, bringing Government and business leaders together at rostrums in New York, New Orleans and Cincinnati.

The International Executives Association's 54th annual conference will be held April 27 in New York. The conference will be opened by Mrs. Maria Vescia, IEA's first woman president. Dr. Edward Allen, Deputy Assistant Secretary of Commerce for International Economic Research, will present the keynote address.

Several other Government officials will participate: Henry Kearns, president of the Export-Import Bank; Richard Garnitz, Office of International Trade Promotion, Department of Commerce; and Arthur Rutzen, New York Commerce Field Office.

The 27th Mississippi Valley World Trade Conference will be held April 27-28 in New Orleans. Oklahoma will be the honor state at the conference and Governor David Hall of Oklahoma is scheduled to speak at the banquet climaxing the meeting. The keynote address at the first session will be given by Harold B. Scott, Assistant Secretary of Commerce for Domestic and International Business.

The annual meeting is sponsored by the Mississippi Valley World Trade Council, the World Trade Club of New Orleans, and the Port of New Orleans.

In Cincinnati, also April 28, the World Trade Club of the Greater Cincinnati Chamber of Commerce will host the Ohio Valley International Trade Conference. The theme of this seventh annual meeting is, "Grow Global—New Exporting Opportunities." James A. Greenfield, foreign staff of the *New York Times*, will deliver the keynote address. Among the other speakers will be Simon M. Gichuru, Embassy of Kenya; Guy Vanhaeverbeke, European Community Information Service; Jose D. Epstein, Inter-American Development Bank; and Martin Klingenberg, China Trade Association.

The Ohio Valley conference rotates annually among three cities. Last year's was in Dayton; next year's will be in Louisville.

'Minimum Substance' Ruling Is Issued For DISC Qualifiers By Revenue Unit

A ruling issued March 16 by the Internal Revenue Service sets forth the "minimum substance" requirements needed to qualify an export business operation as a separate entity for the Federal income tax benefit under the recently enacted Domestic International Sales Corporation (DISC) law.

This law is intended to give exporters and export manufacturers an opportunity to defer taxes on up to 50 percent of their income from exports and certain related activities, if they form separate entities called Domestic International Sales Corporations. (See Page 33, Dec. 27 *Commerce Today*, for general description.)

General requirements

The formal requirements of the law are that a DISC be incorporated under the laws of any of the 50 states or the District of Columbia, have but one class of stock of which at least $2500 must at all times be outstanding at par or stated value, maintain 95 percent of both its receipts and assets in the export qualifying category established by the DISC provisions of the Tax Code, and have a separate bank account and accounting books and records.

In addition, a corporation seeking to qualify must file with the IRS an election to become a DISC, accompanied by the consent of all its shareholders. The time and manner of filing was established in Revenue Ruling 72-12, issued on Dec. 12, 1971. In general, a newly formed corporation will have 90 days after such formation to file such election and consent. Corporations existing prior to Jan. 1, 1972 will have to file either 90 days prior to the beginning of the first tax year, in which it intends to qualify as a DISC, or have filed by March 31, whichever is later.

The new Revenue Ruling, 72-166, provides two examples demonstrating, but not necessarily limiting, how a DISC may legitimately perform a minimum of export functions and generate tax deferred income. Both examples describe a DISC which functions as a wholly owned subsidiary of a parent manufacturer or supplier.

In the first example a DISC meeting the minimum requirements described above enters into a written agreement with its parent to sell specified products in export. Under the agreement the DISC buys export property from its parent only at such time as the parent's sales force has procured on behalf of the DISC a firm export order for the property. All soliciting of orders, shipments, billings and collections are carried out by the employees of the parent, with the DISC having no employees and maintaining no inventory of its own. Under these facts the DISC will be recognized as a separate entity and will be entitled to such share of the net income on the export sales as the special intercompany pricing rules of the DISC law provides.

The second example is similar to the first, except that the written agreement between the DISC and its parent provides that the DISC will act as sales agent for the parent and receives sales commissions from the parent equal to the maximum amount permitted under the intercompany pricing rules in the DISC law. Again the DISC need have no employees of its own.

The two examples set forth in the IRS Ruling as described above apply solely for purposes of determining whether there is a separate entity which qualifies as a DISC and for purposes of determining the income of a DISC. A copy of the Revenue Ruling may be obtained from the Foreign Business Practices Division, BIC-879, U.S. Department of Commerce, Washington, D.C., 20230. It will be published in *Internal Revenue Bulletin* 1972-15, dated April 10.

Applicants For ASIE Exams Need Mid-April Approval

Deadline for approval of applications for the American Society for International Executives' examinations is mid-April.

Career international trade personnel are invited to participate in the 17th semiannual ASIE exam to be held May 13, in many cities.

The tests are given in three categories. To qualify for the exam for the rating of certified documentary specialist (CDS), one year of on-the-job experience is required; for certified international executive (CIE), two years; and for qualified international executive (QIE), a five-year period.

Write: ASIE, 734 Land Title Bldg., Philadelphia, Pa. 19110.

Overseas Spending Trimmed By U.S. Firms' Affiliates

Foreign affiliates of U.S. corporations increased plant and equipment expenditures 9 percent in 1971, to $14.2 billion, according to provisional estimates reported in the March issue of the *Survey of Current Business*, the publication of Commerce Department's Bureau of Economic Analysis.

The figure is based on a survey of 450 large U.S. firms with about 4,800 foreign affiliates made in December, at the time major currency realignments were negotiated. An increase of 7 percent is expected in 1972, with outlays reaching $15.2 billion.

Earlier estimates, last September, looked to a 1971 total of $14.7 billion and a 1972 figure of $16.1 billion. The downtrend is centered in European manufacturing affiliates and Latin American mining and smelting affiliates.

Trade Fairs, Centers

German, Taiwanese Shows Are Seeking U.S. Exhibitors

Electronics production: Western Europe. ELECTRONICA 72, scheduled for Nov. 23-29 in Munich, will give U.S. manufacturers of equipment for the electronics production industry a showplace in the rapidly growing Western European market.

European electronic office machinery use is expected to quadruple from 1970 to 1980. Consumer electronic markets in Europe are seen as expanding at an annual rate of 6%, led by color television, and new audio and video recording and playback systems. Overall, the Western European electronics market is forecast to increase at an average of 11% a year up to 1980.

ELECTRONICA, started in 1964 and held biennially, has developed into the world's largest exhibition for production in the electronics industry. As such, it encompasses the three main fields of electronic components, measuring and test equipment, and production equipment. In 1970, this event hosted 1,490 exhibitors (58% were non-German) and 48,000 visitors (20% came from countries outside Germany).

Demand continues strong for specialized items in which the United States enjoys technological advantages.

For more information call Don Schmadel at 202-967-4601, or write him at: BIC-946, U.S. Department of Commerce, Washington, D.C. 20230.

Industrial, business and scientific equipment, Taiwan: American producers of eleven types of equipment having an excellent sales potential in Taiwan, one of the world's fastest-growing markets, are being invited to show their wares at an Oct. 16-21 exhibit.

Sponsored by the U.S. Department of Commerce, the Taipei exhibit will feature instruments for testing, measuring, and quality control; scientific instruments; data processing; reprographic and other office equipment; metalworking equipment and machine tools; textile manufacturing equipment; electronic production and test equipment; construction and materials handling equipment; air conditioning and refrigeration; pumps, valves and compressors; and hand tools.

The import markets for all of these products have grown from three to ten times during the past four years, and are expected to continue to show strong gains.

In some cases, the U.S. share of these equipment import markets presently is as low as 3% (for textile equipment) and in other cases is as high as 66% (for office equipment), but for every type equipment, U.S. exports to Taiwan have expanded rapidly since 1965.

For details, call Mrs. LoRee P. Silloway at 202-967-4858, or write BIC-958, U.S. Department of Commerce, Washington, D.C. 20230

Sao Paulo Exhibit To Show Variety Of Brazil's Output

Brazil's Ministry of Commerce is encouraging foreign businessmen to visit Brasil Export 72, an exhibition of products for export to be held in Sao Paulo's Anhembi Park Exhibition Hall from Sept. 5-14. Special invitations were issued to between 1,000 and 1,500 prospective buyers at this exhibit which features all types of Brazilian goods, from the most basic to the most sophisticated.

For details, write: Brasil-Export 72, Rua Brasilio Machado 60-Sao Paulo 01000.

Dutch Municipality To Hold America Week Promotion

A group of prominent Dutch businessmen from the Municipality of Roosendaal in the Province of North Brabant are organizing an America Week in Roosendaal May 27-June 3, with the cooperation of the U.S. Embassy in The Hague.

American firms which may wish to participate in the special promotions of U.S. goods and services, the showing of films on American tourism, art exhibits, contests and other activities still in the planning stage should write to the Chairman of the Roosendaal America Week Committee: T. Th. de Beer, C&A Department Store, de Rozenlaan 4, Roosendaal, N. Br., Netherlands (Telex 54351).

A highlight of the colorful opening ceremonies will be the chartering of a Kiwanis International Chapter in Roosendaal.

USSR Gerontology Show Wants U.S. Exhibitors

U.S. firms are being invited to exhibit their medical apparatus, pharmaceuticals and literature at GERONTOLOGY-72, a Soviet show being held in conjunction with the Ninth International Congress of Gerontologists in the Ukrainian capital of Kiev.

The USSR Chamber of Commerce has invited 46 American firms to participate, and is looking for others interested in exhibiting.

Write: Foreign Exhibitions in the USSR, Sokolnicheski Val, 1-A, Moscow, 107 232.

Israeli Metal Show Planned

Israel's National Committee of Metal Industries will sponsor the second Israeli Metal Industries week at the Tel Aviv Hilton Dec. 3-8. About 150 manufacturers will display their wares, and factory visits will be arranged for prospective buyers. Write: A. Asheri, Israel Investment Auth., 850 Third Ave., New York, N.Y. 10022.

Mexico Picks Up Speed; Trade Rules Are Changing

The Mexican economy is picking up speed after a dip in growth last year. The economic upturn, coupled with inauguration of the new U.S. Trade Center in Mexico City, will improve U.S. sales opportunities.

Deliberate slowdown

The rate of increase in Mexico's gross domestic product dropped to about 4 percent in 1971 following an average growth rate of almost 7 percent during the past decade. This economic slowdown was largely the result of deliberate government policy in reducing public spending and the availability of credit in order to combat inflation, reduce the heavy deficit in foreign trade, and slow down the rate of foreign borrowing.

These policies appear to have been relatively successful and the outlook is for greater economic growth in 1972, although probably well below the 7.7 percent level of 1970, according to Henry L. Pitts, Jr., Commercial Counselor at the U.S. Embassy in Mexico City.

A reduction of about 10 percent was made in the record $1.1 billion trade deficit of 1970 as imports in 1971 were cut by 2 percent to about $2.4 billion and exports rose 5 percent to around $1.44 billion. The entire decrease resulted from reduced public sector expenditures, while private sector imports increased slightly.

Total U.S. exports to Mexico, excluding border industry assembly operations, apparently declined by almost $100 million and the U.S. share of the import market dropped from almost 64 percent to about 62 percent. Part of this decline is attributable to the recuperation of Mexican agriculture and the corresponding decreased import demand for grains, fats and oils.

The greater portion, however, would appear to be the result of reduced public investment. The reduction or postponement of expenditures for hospitals, electric power, and other public works served substantially to reduce imports of equipment and machinery in areas where the United States has a high market share. There does not appear, however, to have been any major area in which a significant shift in market share has taken place.

Market remains good

The market for U.S. products in Mexico remains very good. With the projected return of greater dynamism to the economy, the demand for many capital goods should be higher this year than during 1971. Mexican industry has in many cases formed close ties with American firms. U.S. equipment is well-known and often preferred. The advantages of short delivery time, quick service, and availability of spare parts are strong selling points.

With the recent monetary realignment, and the Mexican peso remaining pegged to the dollar, U.S. products should also have an improved price position relative to that of most foreign competitors. Accordingly, Mexico should remain, as it has for several years, the fifth or sixth largest U.S. export market in the world.

The first U.S. Trade Center in Latin America opened Feb. 14 in Mexico City. The Center will make available on a continuing basis technologically advanced machinery, equipment, and processes for review by the Mexican industrial community. It can be expected to become a focal point for U.S. businessmen seeking to introduce their products and technology into the Mexican market and for Mexican businessmen who are interested in the most advanced capital goods produced by U.S. industry.

The first show, featuring packaging machinery, was quite successful. Exhibitions to be held in the next few months will include Industrial Process and Analytical Instrumentation, Advanced Office Equipment, Food Processing Machinery, and Graphic Arts Equipment.

U.S. firms wishing to participate in Trade Center exhibitions should contact the nearest Field Office of the Department of Commerce.

In addition to the above areas, strong import markets, reflecting government investment plans, should include construction equipment, electric power equipment, and process equipment for steel expansion projects and for additional plants in the dynamic chemical sector. As a result of recent increases in labor costs, many Mexican industries will also show greater interest in labor-saving equipment of all kinds.

Consider manufacturing

U.S. firms may consider establishment of manufacturing operations in Mexico in an effort to retain a share of the market in the face of protectionist restrictions on imports. The Mexican Government continues to welcome foreign investment but prefers that it be associated in a minority position with domestic capital, promote exports and technological transfer, and be located outside present major industrial centers. These are only general guidelines, however, and each case is decided on an individual basis.

U.S. exporters should be aware of possible difficulties in penetrat-

ing the market. The Government will continue to attempt to hold imports in check while placing heavy emphasis on export expansion, and especially market diversification. Close attention will be given credit terms. Any resurgence of inflation growing out of the strong cost-push pressure on prices could result in rapid reimposition of fiscal deterrents.

Be especially alert

U.S. exporters should be especially alert to the following situations:

Tighter import controls: The Mexican requirement of a prior import license for a substantial majority (60 percent) of imports may become even more stringent. The Mexican import licensing system is a form of protectionism which denies entry for products which might compete with those produced locally. The license review committees are heavily weighted with representatives of the relevant domestic industries. Although there has been considerable discussion for a number of years concerning the possible reduction of import protection in order to reduce prices, improve quality, and promote export competition, such action has thus far been taken in only a few cases.

U.S. exporters in the future will encounter additional Mexican restrictions on traditional imports as new domestic production is granted protection. Also, the determination of what local products are "substitutable" for imports has been extended and may be further broadened. Tighter controls are being instituted for public sector purchases with emphasis on centralization and coordination. Many sales previously made to individual government agencies and state-owned firms will in the future require at least the approval of the Secretariat of National Patrimony.

Trade Diversification: One of the principal goals of the Mexican Government continues to be export expansion, with particular emphasis being given to the development of heretofore minor markets (since the United States receives about 70 percent of all Mexican exports, this means practically every other country in the world). Trade missions have been sent to several countries in the past year, and commercial arrangements of various kinds are expected to result from President Echeverria's trip to Japan in March. Efforts to expand trade with Europe and Japan, other Latin American countries, and even with the communist bloc can be predicted. The Mexican Government has on numerous occasions expressed special concern over its trade deficit with the United States—even though the heavy Mexican advantage in tourism and border transactions tends to offset this in total bilateral balance of payments. As demonstrated by recent crackdowns on purchases in the United States by Mexican tourists and border residents, the Mexican Government can be expected to continue efforts to reduce this trade deficit.

Check duty rates

In addition to the difficulty in obtaining import licenses, U.S. exporters may expect some revisions in the voluminous Mexican import tariff. New exporters to the Mexican market will find it advisable to check appropriate customs classifications for their products. This can be done by writing to the American Republics Division, BIC-886, U.S. Department of Commerce, Washington, D.C., 20230. Requests should provide information regarding end-use or composition, and should include Schedule B or BTN numbers of the products if possible.

A local agent or distributor will be found almost indispensable for substantial and continued sales to Mexico.

The nearest Commerce Field Office can provide businessmen with much information about Mexico prior to personal visits.

SUCCESSFUL MEXICO CITY SHOW—*The inaugural event at the first U.S. Trade Center in Latin America was a highly successful Packaging Machinery Exhibition, above. A strong lineup of upcoming events will help U.S. exporters develop sales.*

Taiwan's Fast Pace, Currency Shifts Set Stage For More Trade With U.S.

The past year was one of the best on record for the economy of the Republic of China (Taiwan).

Despite the recent dramatic and psychologically unsettling events, large investment projects under way together with continued impressive growth in exports should insure further rapid expansion. This sustained economic vitality, and the recent world monetary realignment, set the stage for greater Taiwan-U.S. trade, reports Richard G. Smith, Commercial Attache at the U.S. Embassy in Taipei.

Impressive growth

Real gross national product grew 11.4 percent last year, while total foreign trade jumped more than 32 percent to $4.086 billion. Nearly all sectors of the economy shared in the fast pace. Growth of industrial production was particularly impressive, rising by 21.2 percent.

Taiwan-U.S. two-way trade rose more than 41 percent to $1.477 billion in 1971; Chinese sales to the United States were $883.2 million while purchases from the United States were $594.1 million.

Since the new Taiwan dollar has maintained its parity with the U.S. dollar, upward revaluation of Japanese and European currencies will make U.S. products more competitive on Taiwan.

According to a senior Republic of China trade official, many items which previously were purchased almost entirely from Japan might now be bought from the United States.

New opportunities may await U.S. exporters of nylon, polyester and rayon filament yarns and staple fibers, acrylic top and staple fiber; vinyl chloride monomer, high and low density polyethylene, high impact polystyrene, polyvinyl alcohol, unsaturated polyester resin, dimethyl terephtholate; air compressors, generators, submersible pumps, bending and forming machines; foundry machinery, machine tools, textile machinery, punches and dies, leather and rubber working machinery; scientific and testing equipment, surgical and medical instruments.

Higher sales of certain consumer goods should continue to result from decontrol of imports. Since mid-1970 the Government has been examining item by item some 9,000 commodities on its controlled import list in order to free as many as possible, in large part to stem inflationary pressures and to upgrade industry by forcing competition. By the end of 1971, about 2,700 items had been decontrolled.

The realignment of international currencies will also make the United States more competitive in international tenders.

The recently approved Ten-Year Development Plan outlines many major lines of development. Expansion of rail communication will involve purchase of locomotives, passenger and freight cars, special container cars, and mechanized freight handling equipment. The North-South railway trunk line will be electrified. Road beds and repair facilities will be improved.

Highway improvement will call for purchase of earthmoving and related equipment. Modern highway facilities will lead to the need for additional buses and trucks.

Plans call for further development of the ports of Keelung, Kaohsiung and Hualien, as well as construction of a new port at Taichung. Attendant will be construction of additional warehousing and container facilities involving purchase of many types of handling equipment.

The planned increase of air freight capacity will necessitate purchase of aircraft, improvement of existing airports and construction of a new airport at Taoyuan (currently being designed by an American firm). Additional freight handling and control facilities will be needed.

The telephone system will be expanded and additional satellite and microwave facilities constructed.

Other business opportunities will emerge as government-operated enterprises implement development plans.

To aid Chinese purchasers of U.S. equipment and services, local banks in collaboration with the U.S. Export-Import Bank offer

U.S.-TAIWAN TRADE SOARS—*The Republic of China's trade with the United States jumped 32 percent last year. Above, cargo is handled at Keelung Harbor.*

attractive financing arrangements. Since 1965, the Export-Import Bank has made available over $500 million (approximately $15 million was authorized in 1971) in loans to entities in the Republic of China.

The most recent authorizations, announced in February, support $43 million in sales of U.S. goods and services to the Chinese Petroleum Corp.

Trade promotions

The highlight of trade promotional events this year will be an industrial machinery exhibition in October. Other events this year include a Hotel, Restaurant and Building Materials Catalog Show this month, and a Pumps, Valves and Compressors Trade Mission and Seminar in June.

With total foreign investment approvals up 17 percent in 1971 over 1970, totaling nearly $163 million for the year, Taiwan continues to have one of the most attractive investment climates in Asia. Cumulative American investment approvals have now reached some $290 million, or 40 percent of the total (about $720 million). There are several additional large American investments currently under consideration.

In addition to benefiting from favorable investment incentives offered by the Republic of China, the American investor may insure his investment under the investment insurance program of the U.S. Overseas Private Investment Corporation.

To take advantage of the many sales opportunities now presented, the American trader is urged to visit Taiwan to select a competent agent to represent him. Government procurement tenders involving substantial sales opportunities, for example, are limited to local suppliers or local agents of foreign suppliers. Only through personal contact can the U.S. businessman most successfully assess the ability of a local concern to sell and service his product.

U.S. Can Make Gains In Honduras, Despite Slump In Economic Activity

U.S. firms can make sales gains in Honduras this year despite the current difficulties in that country's economy, comments Richard C. Graham, Commercial Attache at the U.S. Embassy in Tegucigalpa.

Graham reviewed the problems: lack of progress in restoring relations with El Salvador, Honduras' former major trading partner in Central America, stagnancy in attempts to get the Central American Common Market moving again, balance of payments and budget ills that have hampered trade activity and local business confidence, and the continuing low level of world banana prices.

Rising U.S. sales

How can Graham's forecast of rising U.S. sales be supported? To begin with, he states, the United States increased its share of the market to about 50 percent last year, from the 1970 share of 41.5 percent, while total Honduran imports were declining by 12 percent. Also, balance of payments measures reduced the trade deficit last year, and the Government acknowledges that imports must increase in 1972 to bring conditions back to normal. With Japanese goods temporarily barred from the market by prohibitive tariffs, and Central American goods now subject to the same tariffs as U.S. products, the competition becomes more acceptable. Another key factor is that the new Honduran Government is now working with its own budget, and has begun the process of project implementation, with a good inventory of foreign credits.

Honduras may be the best U.S. market in Central America on a per capita basis. U.S. statistics for the first nine months of 1971 indicate that Honduras was exceeded only by Costa Rica in importing U.S. goods, and equalled Guatemala.

Where are the sales and service prospects? They are in telecommunications, hospital design and equipment, urban development, water and electricity expansion, transport equipment, roads, airport design, port expansion, and tourism, among large public infrastructure projects. In the private sector, they include processing of fruit and vegetable juices and paste, instant coffee, meat for export, cookies and crackers, candy, furniture manufacture, pineapple and palm oil production. Equipment will also be needed for office buildings, banks, restaurants and hotels.

Foreign investment in forestry projects, tobacco and cigar manufacturing, fishing, tourist facilities, additional meat packaging and processing for export, catfish production, and possibly petroleum exploration is also expected to generate equipment orders from the United States this year.

Prominent projects

The most prominent public projects are expected to include a $7.3 million hospital-medical school, and possibly a social security hospital in San Pedro Sula. The Government hopes to expand the national telephone system, telex, and microwave link to Guatemala. A possibility also exists that Honduras will decide to build an earth station for satellite communications this year.

Tegucigalpa expects to begin a major urban improvement program with U.S. assistance. The national water authority will contract for a technical study of a $15 million dam to supply Tegucigalpa.

The national electricity authority has reportedly reached agreement with Nicaragua for the $92

TEGUCIGALPA BAKERY INSTALLS U.S. EQUIPMENT—*Commercial Attache Richard C. Graham, center, author of this article, inspects new baking equipment manufactured for this Honduran plant by Thomas L. Green & Co., Indianapolis.*

million El Cajon hydroelectric project that would initially provide 250 MW of electric power for the two countries. The Public Works Ministry will contract for design of a new jet airport for Tegucigalpa. The Port Authority may construct a port on the Gulf of Fonseca, and expand the port at Puerto Cortes. Also, the Government is considering European bids for construction of a $38 million steel mill.

Why U.S. loses sales

There are benefits from recalling both what is wrong and what is right in U.S. trade with Honduras. Last year a U.S. manufacturer lost a $200,000 order from a bank for elevator equipment even though his bid was lower than his European competitor. The bank directors were vividly aware of having to walk the stairs in their Tegucigalpa main office because the U.S. manufacturer's elevator in that building was out of order for months.

U.S. textile piece goods are popular in Honduras, but the U.S. image is adversely affected by companies that ship damaged goods, unordered styles and patterns, or incorrect quantities, which are not detected by buyers until the high and non-refundable duty is paid. One U.S. supplier has accumulated four complaints by this unethical practice in the past two years. The new double knit fabrics are just beginning to enter the market, but from Canada rather than the United States because the price is about 25 percent cheaper.

Six months after placing an order for 180 gasoline station pumps, the Honduran buyer has still not been told by the U.S. supplier when he can expect delivery, and his customers are looking elsewhere. Until prohibitive tariffs were imposed, Japanese cars and trucks were running away with the local market; this was primarily due to prices, but non-aggressive distributors contributed in no small part to the market loss for U.S. cars.

An order for a certain brand name U.S. hat was supplied from a Mexican subsidiary. These hats "dissolved" at the first rainfall, and the brand name lost much of its long-time consumer preference as a result. The importer is now ordering hats from Italy. A local manufacturer has repeatedly tried to buy hardware and materials for manufacturing luggage from the United States without any offers.

U.S. success stories

When business goes well, it is a pleasure to see the pride displayed by Honduran businessmen in U.S. equipment. New baking and cookie packaging equipment recently installed in a Tegucigalpa plant is second to none in technology, and the company expects to be highly competitive throughout the region when Honduras returns to the CACM. New U.S. grain silo equipment has literally revolutionized marketing of this basic crop in Honduras. U.S. suppliers are once again winning bids for electrical transmission equipment, in spite of specs written by European consultants.

One Florida company maintains an office in the country to keep abreast of sales opportunities for hotel, restaurant and commercial buildings equipment. On the other hand, a U.S. manufacturer recently won a bid to supply over $1 million in telephone equipment completely through the efforts of an alert commission agent.

There is no substitute for knowing the market and how your product can best be sold. There is business to be obtained in 1972, but more concentrated promotion is essential. U.S. businessmen who are not afraid of small markets can do surprisingly well in Honduras.

Finland's Determination To Industrialize Makes This Good Time To Enter Market

This is a good year to lay a foundation for future sales to Finland, advises Edward C. Howatt, Commercial Attache at the U.S. Embassy in Helsinki. Although the economic outlook for 1972 is not particularly favorable, primarily because of slack conditions in Western Europe, prospects look better for 1973.

The Finnish Government and major employer and labor organizations will soon negotiate another price and wage stabilization agreement. It is expected that the rapid growth in imports will be slowed this year in order to alleviate a potentially serious balance of trade problem. Government and private efforts to develop industries for import replacement and export will continue.

U.S. ranks fifth

Finland's 4.6 million people have a per capita gross national product equalling that of the United Kingdom. They imported goods valued at about $2.86 billion in 1971; $129 million, 4.5 percent, came from the United States.

Last year 67 percent of Finland's imports came from countries in the European Free Trade Association and the European Economic Community. Finland is an associate member of EFTA and hopes to negotiate an industrial free-trade arrangement with the EEC.

Any new duty concessions will also apply to imports from the Soviet Union, to which Finland now extends its EFTA tariff preferences. When this happens, American exporters will need to overcome a duty disadvantage as well as the geographic problems of time, distance and shipping expense. Emphasizing advanced technology, flexibility, quality and reliability will help sell American products.

The Finnmark was devalued in December by almost as much as the decline in the value of the dollar. The principal benefit to exporters from the United States, therefore, will come from the relative price increases in Finland of products from the leading European suppliers whose currencies were revalued.

While the wood and paper industry is the most significant factor in the economy, Finland's determination to industrialize and diversify creates many other opportunities for American exporters. Although investments in machinery and equipment are down somewhat, areas of particular interest include petroleum refining, chemicals, iron and steel production, shipbuilding, electricity generation, transportation, computers and electronics.

Companies owned in full or in part by the government are involved in several new development projects. Some of them are, for example, Pekema Oy (polyvinyl chloride, low and high density polyethylene, polypropylene), Neste Oy (new oil refinery and tanker purchases), Rautaruukki Oy and Outokumpu Oy (iron and steel), Rikkihappo Oy (fertilizers), Imatran Voima Oy (nuclear power plants), and Valmet Oy (new shipyard).

Other undertakings include importation of natural gas from the Soviet Union, highway construction, electrification of the railways, and a metro system for Helsinki.

Private companies are also making plans for expansion, but to a lesser extent. Several chemical plants are augmenting their facilities and paper manufacturers are concerned with increasing the degree of processing.

Use Finnish agents

American companies doing business in Finland are advised to do so through Finnish representatives. Each of the Nordic countries is different and the Finns have expressed a strong desire to buy from importers who know their requirements, are readily available to provide spare parts and service, can speak Finnish, and whose sales commissions remain in Finland.

There are presently about 65 American companies with

HELSINKI'S NEW INTERCONTINENTAL HOTEL—*Visitors to northern Europe might find this hotel, which opened in January, a good place to stay while in Finland.*

branches, subsidiaries or affiliates in Finland. More than 2,000 other American firms are known to be doing business here through designated Finnish distributors and sales agents. Other U.S. manufacturers and exporters can profit from active participation in this changing and developing market.

Finnish organizations able and willing to help exporters to Finland are the Central Federation for Technical Imports, the Finnish Foreign Trade Agents' Federation, the Central Chamber of Commerce and the Finnish Foreign Trade Association. In addition, there are specialized associations whose members represent just about every business or industrial activity. Practically all are headquartered in Helsinki.

Finns can also be of assistance in sales to the Soviet Union. Finnish businessmen are able to visit Moscow quickly and easily, and they know the Soviet people, organizations and trading methods.

Businessmen visiting northern Europe would do well to visit several countries instead of just one or two in this area. Whether new-to-market or already established here, it is also advisable to consider taking part in specialized trade fairs, joining trade missions and participating in shows at the U.S. Trade Center for Scandinavia at Stockholm. Its exhibitions are publicized throughout Finland and are visited regularly by prospective Finnish customers.

Future shows at the Stockholm Trade Center will include Electronic Production and Test Equipment, Industrial Process Controls, and Electronic Data Processing Machines and Equipment. Others under consideration are telecommunications equipment, modern merchandising equipment and supplies, municipal plant maintenance and security equipment, industrial assembly equipment, medical instrumentation and apparatus, and environmental pollution control equipment.

No Slowdown In Sight For Israel; U.S. Exports Are Competitive Again

Israel has been undergoing a continuous economic boom since 1968, and no slowdown is in sight.

All the characteristic features of a boom are present: a low rate of unemployment, stiff inflationary pressures affecting both prices and wages, an expanding money supply, a high level of construction activity, and an optimistic outlook among businessmen. Superimposed on the boom is a long-range and intense effort, independent of economic considerations, to expand the industrial base for defense reasons.

Construction surge

The substantial surge in construction activity, both hotels and private housing, is in response to the tremendous expansion in tourism to Israel (49 percent increase in 1971 over 1970), and to a forecasted rise in immigration, together with domestic demand for more and better housing.

All indications are that the boom will continue throughout 1972 and into 1973, an election year, points out the U.S. Embassy in Tel Aviv.

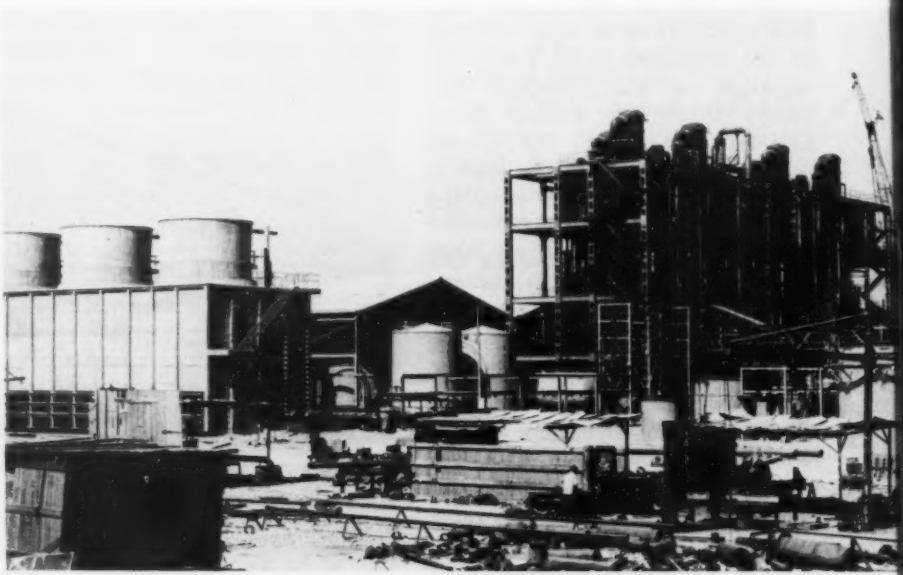
Israel has been able to sustain a guns-and-butter economy at a relatively high level of consumption, while mounting an extensive investment program in defense and related industries and accumulating substantial reserves. This pattern is expected to continue in 1972. However, the boom has exacted a price in terms of wage and price rises.

Tight labor market

Involuntary unemployment is virtually nonexistent, while over 40,000 Arabs from the occupied territories have been drawn into the Israeli labor force.

The consumer price index rose more than one percent per month in 1971, and this trend continues in early 1972. The rise from December 1970 to December 1971 totaled 13.4 percent, partly as a result of devaluation of the Israeli pound to 4.20=US $1.00 in August 1971.

In addition to the devaluation (which amounted to 20 percent), the existing 20 percent import sur-



ARAD CHEMICAL INDUSTRIES IN ISRAEL—*A U.S. firm and the Government of Israel jointly own this phosphoric acid plant near the Dead Sea. It opened last year.*

charge and corresponding export subsidies were maintained. The Israeli pound has thus been effectively devalued by 40 percent against the dollar since mid-1970, and even more against appreciating European currencies.

Good performance

The balance of payments did very well in 1971, both on current and capital account. Commodity exports increased an extraordinary 25 percent, while exports of services grew 26 percent. As a result, the deficit on goods and services, which had increased 40 percent in 1970, did not rise at all in 1971. Net capital imports exceeded $1.5 billion, including unilateral transfers of $745 million. Foreign exchange reserves rose 60 percent, to $732 million at the end of 1971.

The forecast for 1972 is more modest; much will depend on the government's success in restraining the inflation which would dissipate the trade advantages gained through devaluation.

Monetary policy in 1971 tended to be restrictive, but in spite of this the money supply expanded very rapidly, and the economy remains relatively liquid in early 1972.

The gross national product rose about 7 percent in real terms in 1970 and 1971 and a similar increase is forecast for 1972. Private consumption per capita, restrained in the past two years by defense requirements, is expected to grow by 3.5 percent in 1972.

As a result of the very successful balance of payments performance during 1971, and prospects for a good year in 1972, Israel has the foreign exchange to buy abroad what it wants. In recent years the U.S. share of the Israeli market has tended to decline as U.S. prices got increasingly out of line with Europe's. In January-November 1971 the U.S. share amounted to 23.7 percent of Israel's imports. The devaluation of the dollar against its main industrial competitors provides a basis for checking this trend in 1972, but aggressive merchandising is required to match that of European countries, particularly the Common Market, which enjoys tariff concessions.

ISRAELI ELECTRONICS FIRM—*Tadiran Israel Electronics Ltd. makes control units for communications equipment. Electronics is a fast growing field in Israel.*

Generally, the best prospects for American sales in Israel lie in fields where premium quality, which is usually appreciated by Israeli buyers, offsets the price disadvantage vis-a-vis other suppliers.

Fast growing field

The electronics industry, one of the fastest growing fields, will offer a continuing market for production equipment, instruments, and parts of high-quality American manufacture, as well as openings for licensing American know-how.

Expansion of defense and other industries in Israel provides a steady market for machine tools. Since production runs in Israel are relatively short, there is an incentive to purchase sophisticated, versatile tools.

The general field of packing, packaging, materials handling, and transportation of cargo will offer increasing opportunities as the Israeli export drive gathers momentum.

The dramatic increase in tourism to Israel in 1971 is expected to accelerate in 1972 and in 1973, Israel's 25th anniversary year. A large number of hotels are under construction or expansion. Equipment, appliances, and supplies for the hotel, restaurant, and tourist trades will be required. Since the preponderance of tourists are from the United States, American suppliers have an advantage.

Residential, hotel, and commercial housing are in acute short supply in Israel, and construction methods are outdated. There will be steady demand for know-how and products that will make building more efficient.

Water shortages are approaching the critical stage, and products, techniques, and services that will enable more efficient use of the area's scarce supplies of fresh water will continue in demand.

Equipment that will increase the productivity of Israel's limited labor supply is also in high demand.

International Business Reports

Exporters Encyclopedia — World Marketing Guide. 1972. Published by Dun & Bradstreet. More than 1,000 pp. $100.

Now in its 67th year, this international marketing service reports on trade practices and regulations of more than 220 world markets. Companion services keep the Encyclopedia current.

The 1972 version incorporates much new material, including expanded coverage of important state trading corporations, new product information requirements and a new entry on Mainland China. Wide coverage of import restrictions, import requirements, documentation, ports and inland transportation is also provided. In addition, the encyclopedia continues to supply such information as exchange controls, currency, trade figures, principal banks and distribution factors. Passport and visa regulations, declarations and marking of origin rules are also included.

Write: Dun & Bradstreet Publications Corp., P.O. Box 3224, Church St. Station, New York, N.Y. 10008.

Economic Information File Japan. 1972. Published by World Economic Information Services, Tokyo. 225 pp., plus three 8-page supplements). $9.50.

What are the secrets behind Japan's phenomenal industrial and economic growth? Can Japan's market continue to grow and expand? This publication, which contains information on the Japanese economy, marketing and investment conditions, industry profiles and other data, attempts to answer such questions.

World Economic Information Services was established in 1969 by the Japanese Government and private enterprises to prepare economic reports on Japan and other countries.

Write: World Economic Information Services, World Trade Center Bldg., No. 4-1, 2-chome, Hamamatsu-cho, Minato-ku, Tokyo.

Guide to Establishing Industrial Operations in the Netherlands. Published by the Dutch Ministry of Economic Affairs. 81 pp. Free.

This guide has been revised and updated. It is a basic source for U.S. firms considering manufacturing operations in the Netherlands.

Write: Industrial Commissioner for the Netherlands in the United States, 10 Rockefeller Plaza, New York, N.Y. 10020.

Summary of French Labor and Social Security Laws, Published by the Government of France. 31 pp. Free.

For the firm already established in France or considering an investment there, this booklet—prepared by a French attorney—provides valuable information on a wide range of labor-management subjects, including labor unions, disputes, terminations, regulations regarding foreign workers, wages and hours, and fringe benefits.

Write: French Industrial Development Agency, 610 Fifth Ave., New York, N.Y. 10020.

Calendar For World Traders

Apr. 5—Kansas City—Export procedures course (documentation), Room 670, Chamber of Commerce, 6:30 p.m. Sponsors: International Trade Club, REEC, Field Office. Repeated on Apr. 12 & 19.

Apr. 6—Memphis—European Common Market seminar, Sheraton Motor Inn, 3-8 p.m. Sponsors: Mid-South Exporters' Roundtable, REEC, Field Office.

Apr. 6—New York—International Industrial Marketing Club luncheon, Chemists Club. Speaker: Thomas Drumm, Commerce's Ombudsman for Business.

Apr. 11—Kansas City—Luncheon meeting for exporters, Hereford House, 11:45 a.m. Sponsors: International Trade Club, REEC, Field Office.

Apr. 11—Chicago—Export Awareness Seminar, Field Office.

Apr. 12—New York—FCIB Publishers Export Credit Group dinner meeting, Advertising Club, 4 p.m.

Apr. 13—Chicago — International Trade Club luncheon, LaSalle Hotel.

Apr. 13 — New York — Overseas Automotive Club luncheon meeting, Summit Hotel, noon.

Apr. 13—West Haven, Conn.—Exporting and joint licensing for small producers. Valle's Rest., 5:30 p.m. Sponsors: Conn Development Comm., REEC, Hartford Field Office.

Apr. 18—Memphis—World Trade Club, Sheraton Motor Inn.

Apr. 18—New York—FCIB Hardware, Automotive & Allied Trades Group luncheon meeting, Advertising Club, 12:30 p.m.

Apr. 18 — Indianapolis — World Trade Seminar. Sponsors: Indiana World Trade Club, Cham. of Commerce, Chicago Field Office.

Apr. 19—Chicago—Midwest Credit Management Assn., Bismarck Hotel.

Apr. 20—Louisville—International Trade Conference—A Look At The Balkans, U. of Louisville, 9 a.m.-4 p.m. Sponsor: International Center at U. of Louisville.

Apr. 24-28—Honolulu—Seminar on export growth through tax savings (featuring DISC), Kahala Hilton Hotel. Sponsor: Practicing Professional Institute, 909 First National Bank Bldg., Minneapolis.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine. The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

GERMANY. Autoplast '72. This show will feature controls, instrumentation, automated machines and systems for the plastic production industry. Newly developed machines, certain raw materials and specialty products in demand in Germany will also be included. Call A. J. Beiring, 202-967-4543. Frankfurt Trade Center, May 15-19.

UNITED KINGDOM. Materials Management Equipment. British buyers are seeking new and more sophisticated equipment and systems to fill their materials handling needs. Call Don Schmadel, 202-967-4601. London Trade Center, May 15-19.

ITALY. Automotive Service Equipment, Supplies, and Auto Accessories. Auto sales in Italy have experienced tremendous growth in the last decade, requiring corresponding growth in automotive maintenance and repair facilities. This show offers U.S. manufacturers an opportunity to exhibit all automotive-related equipment. Call Gus Duda, 202-967-2434. Milan Trade Center, May 23-27.

SCANDINAVIA. Industrial Process Controls. Demand is growing for industrial process controls and related automation equipment. Investment in new equipment in 1971 reached an estimated $45 million in Sweden alone. About two-thirds of total Swedish process control consumption is imported. Call Lee Swift, 202-967-4461. Stockholm Trade Center, June 5-10.

JAPAN. Computers, Peripheral Equipment and Software. Japan is one of the best export markets for U.S. computers, peripheral equipment, parts and accessories for computing equipment. Dependence on U.S. high technology computing equipment and parts is expected to continue for several years. The outlook for U.S. exports of software packages is also bright. Call Maurice Shea, 202-967-4511. Tokyo Computer '72, June 8-13.

POLAND. Industrial Process Control Equipment. Polish industrial production has grown at a rate of 9 percent per year during the last decade. The Polish market offers excellent prospects to producers of industrial process control equipment. Demand in Poland for industrial automation equipment including industrial process control equipment will expand within the current five-year plan period. There is room for increased sales for those U.S. firms that make a conscientious effort to cultivate the market systematically. Call Oleg Jerschkowsky, 202-967-5777. Poznan International Fair, June 11-20.

FRANCE. Apparel Manufacturing Equipment. Sales by the French apparel industry have increased spectacularly. A main factor in these sales advances is the new attention given by French apparel manufacturers and big-name couturiers to the creation and marketing of modish but moderately priced ready-to-wear clothing for men and women. If the French are to keep their international reputation as fashion leaders in the era of mass production, they must continually purchase new machinery and adopt sophisticated production techniques. Call Don Johnson, 202-967-2795. Paris Trade Center, June 12-16.

GERMANY. Passive and Electromechanical Electronic Components. Manufacturers of passive components in the largest and fastest growing electronics market in Europe expect average annual growth rates of 8 to 10 percent over the next three years. Call Jack Crown, 202-967-4421. Frankfurt Trade Center, June 12-16.

UNITED KINGDOM. Micrographics Equipment Exhibition. British management is turning increasingly to micrographics, and U.S. suppliers are well positioned to take advantage of the growing demand for such equipment. The market for micrographics equipment and film, an estimated $37 million in 1968, will probably be $65-$80 million by the end of 1972. Call Bob Dormitzer, 202-967-3848. London Trade Center, June 19-23.

JAPAN. Electro Optical Equipment and Components. The Japanese market for lasers and fiber optics is in its early growth stages, net purchases of lasers in 1970 coming to nearly $5 million and fiber optics slightly less than $12 million. Annual purchases in the next few years are expected to rise very rapidly, 35-40 percent for lasers and 20-25 percent for fiber optics. Imports are expected to play an important part in meeting Japan's future demands, with the United States supplying as much as 30 percent yearly. Call Randall Miller, 202-967-4512. Tokyo Trade Center, June 19-24.

CENTRAL AMERICAN COMMON MARKET & PANAMA. U.S. Technical Seminar. This special event will feature U.S. industry experts who will present technical papers on the topic of food processing and general packaging. Guatemala City and San Jose are on the itinerary. William C. Simms, Editor of McGraw-Hill's Modern Packaging Encyclopedia, has been designated as Seminar Chairman and is organizing speakers from U.S. industry. In addition to their technical presentations, mission members will have an opportunity to make personal business appointments. Call Ed Wasson, 202-967-5297. June 19-29.

ITALY. Assembly Engineering Equipment Exhibition. In 1970 Italian industry purchased $200 million worth of assembly equipment, fasteners, adhesives, and related products and equipment. Because Italian wage rates are the highest in history, manufacturers are seeking to remain competitive by reducing costs of production. Call Sam Spaulding, 202-967-3968. Milan Trade Center, June 20-24.

THAILAND. Bangkok 72 Construction Equipment & Building Products Exhibition. Thailand has experienced a construction boom in the past decade. The average growth rate for construction during the last 10 years was 15.2 percent, fifth highest of all Thai industries. Thai builders, architects, contractors and subcontractors have expressed interest in seeing the latest and best in U.S. equipment. Call T. R. Padgett, 202-967-4727. Bangkok Trade Center, late June.

MEXICO. Food Processing Machinery and Equipment Exhibition. Imports of food processing equipment into Mexico climbed to $10.5 million in 1970, and are expected to reach $15 million by 1975. Expansion and modernization of this industry will present attractive opportunities to U.S. companies, which captured two thirds of all Mexican imports during the 1966-70 period. This is the most important market in Latin America for American food processing equipment manufacturers. Call Bob Vigneault, 202-967-4311. Mexico City Trade Center, Sept. 4-8.

JAPAN. U.S. Packaging Machinery Exhibition, TOKYO PACK '72. In 1970 U.S. exports to Japan of packaging equipment, including handling and conveying machines, came to more than $10.5 million. Changing retail distribution patterns have created new demands for sophisticated packaging machinery. The acute labor shortage has accentuated the need for greater efficiency in production techniques where packaging is an important factor. TOKYO PACK is unique in Asia as an international show-place for packaging equipment. In 1970 off-the-floor sales at the U.S. Exhibition were nearly $1.5 million. Call Robert Levine, 202-967-4705. TOKYO PACK '72, Sept. 6-12.

FRANCE. Medical Diagnostic and Monitoring Equipment. Under the French

Government's Five-Year Development Plan, new hospital construction and modernization of existing facilities will require purchase of considerable quantities of the latest diagnostic and monitoring equipment. The medical electronics market in France is projected at about $120 million by 1975. Call Don Johnson, 202-967-2795. Paris Trade Center, Sept. 18-22.

JAPAN. Vacuum and Cryogenics Equipment Exhibition. Increasing demand for U.S. high vacuum and cryogenics equipment and technology in the medical, electronics, biological and food preservation industries is predicted for Japan. Moreover, the Japanese Government is putting large sums of money and effort into aerospace and oceanography, industries which utilize high vacuum and cryogenics equipment. Market research reveals a continuing need for such equipment, particularly driers, evaporators, vaporizers, vacuum pumps, automatic valves, and superconductive materials. Call Bill Dawson, 202-967-4919. Tokyo Trade Center, Sept. 18-22.

UNITED KINGDOM. Materials for the Electronics Industry. The final Kennedy Round tariff reductions and Britain's eventual entry into the Common Market are causing significant structural changes within the electronics industry. To remain competitive in domestic and foreign markets, electronics firms are upgrading their R&D programs and actively seeking new production techniques, materials, and applications. Consumption of electronics materials reached an estimated $160 million in 1970 and is projected to increase substantially in the next four years. Imports, which account for about 15 percent of the market, are also forecast to accelerate. With a leading share of imports and a notable technological lead in materials development, U.S. suppliers stand to benefit considerably from increased sales efforts in the large and expanding British market. Call George Kemp, 202-967-3088. London Trade Center, Sept. 18-22.

NORTHERN EUROPE. Data Processing Equipment. Three exhibitions will be staged between September 1972 and February 1973 to acquaint Scandinavian, United Kingdom and West German end-users with the latest equipment, accessories and software available in the United States. U.S. exports of EDP equipment to these three areas in 1971 totaled $382 million. Growth rates between 1969 and 1971 are dramatic: To Scandinavia—up 65 percent; to the United Kingdom—up 40 percent; to West Germany—up 66 percent. The first show, EDP-IV, in Stockholm, will involve equipment and software for all applications—business, process control, scientific research. The U.S. exhibition at COMPUTER '72 will emphasize business applications. The specialized Minicomputers show in Frankfurt also will cover the entire spectrum of EDP uses. Call C. Edward Walls, 202-967-4256. Stockholm Trade Center, Sept. 18-23 and Olympia, London, Dec. 4-8, 1972. Frankfurt Trade Center, Feb. 12-16, 1973.

ITALY. Plastics & Plastic Processing Equipment. Italy, the second largest plastic producer in Europe and one of the world's fastest growing consumers of plastics, is hosting the world's second largest plastics exhibition, a key vehicle for entrance into the entire European plastics market. Italian consumption of plastics has been growing at an average annual rate of 20 percent for the last five years; this is expected to continue. Research has confirmed good sales potential for specialty plastics, modern, automated plastic processing machinery, and selected semifinished and finished plastic products. Call Robert Wallace, 202-967-4508. U.S. Commercial Exhibition, PLAST '72. Milan, Oct. 8-15.

WEST GERMANY. Analytical Instruments. The outlook for the German chemical industry is for 70 percent growth in production by 1975. The $35 million market for analytical instruments has doubled in volume since 1968. Expenditures for R&D continue to keep pace with industry growth. Outlays by the chemical industry currently account for an estimated 30 percent of R&D expenditures by all German industry. Call John R. Crown, 202-967-4421. Frankfurt Trade Center, Oct. 9-13.

ARGENTINA. Analytical and Process Control Instruments. Argentina bought a record $19 million worth of instruments and systems in 1971 and instrument sales are expected to climb 15 percent annually over the next several years as a planned billion dollars of new investment in the process industries, basic research, and nuclear energy takes place. Most instrument sales are imports from abroad, of which U.S. suppliers account for about half. Top managers, engineers, professionals, and government buyers will be drawn to this exhibition in the new Trade Center. Call Frank Manzolillo, 202-967-3752. Buenos Aires Trade Center, Oct. 16-20.

MEXICO. Graphic Arts Machinery and Equipment Exhibition. The printing and graphic arts industry in Mexico is upgrading its capabilities and looks to the United States as the primary source for new equipment. U.S. sales were $8.8 million in 1970, and rose 10 percent in 1971. A wide range of equipment will be featured at this event in the most important Latin American market. Call James L. Blow, 202-967-4311. Mexico City Trade Center, Oct. 16-20.

SWITZERLAND. Nuclear Equipment. The application of nuclear technology for industrial, medical and scientific purposes is one of Switzerland's fastest growing and most promising fields. As commercial applications of nuclear technology become more widespread, the market for nuclear equipment and instruments will expand. Sales of nuclear equipment are rising as the industrialized countries of Western Europe expand their activities in this field. New opportunities for U.S. suppliers of nuclear equipment are opening up. Call John Wolf, 202-967-4974. U.S. Commercial Exhibition, NUCLEX '72, Basel, Oct. 16-21.

TAIWAN. Industrial, Business and Scientific Equipment Exhibition. This will be the third exhibition of its type to be held in Taiwan. At the Exhibition in 1970, 50 U.S. manufacturers sold $516,515 worth of equipment during the show and forecast over $12 million in sales within two years from sales contacts made at the exhibition. The United States is Taiwan's second largest supplier with over 30 percent of its total U.S. $1.8 billion import market. Call Don Ryan, 202-967-3137. U.S. Commercial Exhibition, TAIPEI '72, Taipei, Oct. 16-21.

VENEZUELA. Advanced Business Machinery. Venezuela, with a $10 billion GNP and a 6 percent annual growth rate, is one of the leading Latin American markets for U.S. equipment. Demand for business machines is high. The U.S. share of the market for EDP and other business machines is 35 percent and is expected to keep pace with market growth of about 12 percent annually. The Venezuelan liquidity position is good. Call Porter Clary, 202-967-4652. U.S. Solo Exhibition, Caracas, Oct. 24-28.

Space Fully Booked

The following exhibitions and trade missions in which all exhibit space has been reserved are still open for visits by interested industry representatives. U.S. firms with sales representatives in these market areas may wish to ask them to investigate the shows.

Industrial and Commercial Security Equipment, Milan Trade Center, May 9-13; Usime '72, Tehran, May 13-19; Quality Control & Reliability Equipment Exhibition-Seminar, Buenos Aires Trade Center, May 15-19; Food Processing & Packaging Equipment, Paris Trade Center, May 15-19; Metal Surface Finishing and Treatment Equipment and Supplies Exhibition, Tokyo Trade Center, May 22-27; Advanced Business Equipment, Mexico City Trade Center, June 5-9.

Sales opportunities in 10 U.S. commercial exhibitions, trade fairs and solo exhibitions and 19 shows at the nine U.S. Trade Centers are being offered to present and potential U.S. exporters between now and February 1973.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Buenos Aires, London, Milan, Mexico City, Frankfurt, Stockholm, Sydney, Tokyo and Paris. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **write:** *Commercial Exhibits Program, BIC-932, U.S. Department of Commerce, Washington, D.C. 20230.*

Trade missions are groups of U.S. businessmen organized to travel abroad promoting the export of U.S. goods and services made by their particular industry. **Write:** *Trade Missions Div., BIC-926, U.S. Department of Commerce, Washington, D.C. 20230.*

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTD indicates that a World Trade Directory Report containing financial and background information on the foreign firm is available for $2 from the Department of Commerce, BIC-924, Washington, D.C. 20230, or from any Commerce Field Office.

1021 — ARGENTINA — Financial and technical assistance in developing a **copper property.** Assays reportedly run 8% copper. Power facilities available nearby. Brig. Mayor (Ret.) Kay Juan German Enemark, Chalet "El Algarrobo," Calle Pamcure, Arguello, Provincia de Cordoba. P-72133

1040—ARGENTINA—Capital and know-how for mining **alluvial gold deposit.** Assays show gold content of 20 to 30 grams per cubic meter with nuggets up to two ounces. High grade spots of 250 grams per metric ton are also present. Vein gold found in nearby rock deposits. Good roads and abundant water available. Andres Arnaldo Moliterno, President, Corporacion Andina, S. A., Maipu 231, Piso 1°, Oficina 19/20, Buenos Aires. WTD. P-72134

1511, 1621 — NIGERIA — Ministry of Works and Housing seeks **joint ventures with large construction firms.** Sixty percent government ownership and forty percent private desired. Present local firms unable to handle new projects such as reconstruction of Ikeya airport, federal office building complex and numerous highway developments planned. Olufemi Okunnu, Commissioner for Works and Housing, Ministry of Works and Housing, Lagos. P-72146

2030 — SWITZERLAND — Large food products manufacturer seeks licensing or distribution rights to expand in specialty foods. Product interests include **original milk modifiers, eventually with special low calorie or dietetic properties (except fruit flavors); dietetic food products for individual use or for application in hospitals; components or combinations of such for the manufacture of health foods (e.g., demineralized whey, special albumins, etc., no agricultural products); food for children over two years of age, with high quality nutritive properties; protein-containing drinks, isotonic beverages; and prepared or ready-to-mix desserts.** Products would be packaged for sale in tins, cardboard containers, in dehydrated, powdered or liquid forms. Company has manufacturing plants in Europe, South America, Asia and Middle East. Employs 1,500 at Bern headquarters; reports annual sales over $110 million. Dr. Krieger, Director, Dr. Wander AG., Sulgenausweg 40, 3007 Bern, Switzerland. WTD. P-72147

2661—JAMAICA—A license, joint venture or turn key arrangement is wanted for production of **pre-cut acoustic ceiling board** from perforated compressed hardboard. The firm would utilize locally-supplied bagasse board. U.S. participants to supply machinery, equipment and technical know-how. Also train local staff. Raw material and financing to be supplied locally. John Hanna, P.O. Box 171, Kingston 8. P-72148

2752, 2643—GERMANY—Printing and publishing firm seeks license to manufacture **continuous business and accounting forms for optical computer reading.** Also interested in production of **imprinted paper or plastic shopping bags and similar disposable wrapping materials.** Established in 1659, company employs 50. Junfermann Verlag und Druckerei, 479 Paderborn, Westernstr. 6-8, P.O. Box 610, WTD. P-72131

2761 — GERMANY — Manufacturing rights for **continuous business forms for data processing.** Firm is large producer of one-time carbon paper. Employs about 120. Will also consider cross-licensing agreements. CORBUS Chemische Fabrik Dr. W. Holthof Betriebsges.mbH, 162 Mainzerstr., P.O. Box 310, 6520 Worms. WTD. P-72143

3400—SWITZERLAND—A leading manufacturer of plastic and aluminum packaging materials seeks licenses for **one-way aluminum packagings and one-way aluminum articles for industrial applications.** Items of interest are small disposable packagings for pharmaceuticals, cosmetics, toiletries and food products or for portioning purposes. Industrial items sought are starter casings for neon lights, battery boxes and containers or other similar products. All items must be suitable for mass production using continuous cold press machines. Employs 400. Young management. Mr. Strauss, A. Obrist & Co., Romerstrasse 83, 4153 Reinach. WTD. P-72139

3452—GERMANY—Licenses for the production and sale of **high heat-resistant bolts** sought by manufacturing group. Company has sales representatives throughout Germany and in five other European countries. Gunter Nitsch, Manager, Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. P-72135

3569—SWITZERLAND — Manufacturing rights wanted for **special packaging machinery.** Principally interested in stationary and/or portable plastic and steel strapping machines; self-adhesive or gummed tape application machines; automatic stapling machines and portable stapling apparatus; automatic labeling machines; novel box sealing systems, and bundling machines. Firm produces special packaging machines, markets in Europe and U.S. Employs 200; reports annual sales of $6 million. Manufacturing facilities are being enlarged. H. Borbe, Borbe-Wanner AG, Silbernstrasse 14, 8953 Dietikon. WTD. P-72138

3589—UNITED KINGDOM — Licenses to manufacture **packaged plants for treatment of domestic and industrial sewage, effluent waste.** Firm produces land and marine air conditioning systems, cooling towers and insulated metal chimneys. Performs engineering services. Established in 1901, employs more than 500. Affiliate of major engineering group. A. J. Ferguson, Technical Manager, Thermotank Products, 150 Helen St., Glasgow G-51 344, Scotland. WTD. P-72130

3851—ISRAEL—Licensing or joint venture arrangement by established manufacturer in the industry for producing **contact lenses (including soft lenses), solutions and accessories for contact lenses,** and enlarging marketing and export operations. Firm established in 1944, imports raw materials and lenses, mainly from U.S., and exports to Greece, Iran and Cyprus. CONTACTIS—Lens Manufacturers Ltd., 94 Ben Yehuda Rd., Tel Aviv. WTD. P-72137

6531—SWEDEN — Established building project management organization interested in **collaborating with foreign firms planning new developments.** Group acts on behalf of owners, establishes complete program of design, negotiation of agreements, inviting and evaluating bids, supervising design and completion of project. HIFAB, Sergelgatan 1, Box 40005, S-103 41 Stockholm 40. P-72132

Licensing In U.S.

For additional information on opportunities to manufacture foreign firms' products in the U.S., write Commerce's Office of International Investment, BIC-874, U. S. Department of Commerce, Washington, D.C. 20230 (202-967-2248), referring to the appropriate file number assigned each opportunity listed below.

UNITED KINGDOM—A British company wishes to grant a license to a U.S. manufacturer for making equipment that would utilize its **dehydration process.** Food manufacturers might be particularly interested, as the process allows water removal to proceed while retaining the nutritional and flavor components. **File 2066-R**

UNITED KINGDOM—A well-established English company is seeking an American licensee for its range of products. The line includes **modular designed switches, contractors, isolating thermo-overload relays, push buttons, indicator lights, direct on line starters and related equipment. File 2153**

FRANCE—Firm wishes to arrange a licensee in the U.S. to make its **patented sanitary evacuation system.** Special ad-

vantages claimed from the new system include ease of recovery of a fallen object, noiselessness, and hygienic and odorless operation. **File 2154**

FRANCE—French firm presently supplying the French, German and NATO armies with lifting equipment wishes to make manufacturing arrangement in the U.S. for its unique **container-handling apparatus.** The apparatus can be operated either manually or electrically by one or two men. Its most popular use is for transporting, loading and unloading standard containers and shelters. **File 2155**

FRANCE—A well known French shipbuilding firm is interested in licensing its **"pneumatic logic" system for use on ships and in industry.** The logic part of their automatic assembly system consists in processing the data supplied by monitors to effect the various movements. The patents offered involve a pneumatic logic relay timing device and ancillary equipment, remote monitoring and controlling installations with pneumatic logic relays, pneumatic logic relay assemblies for remote operation and monitoring of heat units. **File 2156**

GERMANY—An unusual **toy hobby horse, mounted on wheels,** which is capable of moving forward, backward, and in circles through the rocking motion of the rider, is available for licensing in the U.S. from a German manufacturer. The patented invention is made of precision steel tubing, the outer surface consists of plastic and fabric. **File 2157**

ITALY—An Italian firm of good reputation wishes to grant a U.S. manufacturer licenses for the production of its **oil burners having heating capacities up to 105,000 BTU's.** The company already manufactures such oil burners as well as boilers and air generators which are sold in the domestic market and exported to other European countries. **File 2158**

NETHERLANDS—After a long period of research and development, a Netherlands firm has produced a **machine for the automated shelling of shrimp.** Up to 72,000 shrimps can be shelled per hour with a net flesh yield of more than 30%. The company wants a manufacturing license arrangement with an American firm for manufacture and selling the machine in the U.S. Reportedly, tests run by an independent research organization indicate the keeping qualities of the mechanically shelled shrimp are considerably better than those of hard shelled shrimp. In addition, the cost is considerably less than the cost of manual shelling, since the machine can do the work of 20 experienced manual shellers. **File 2159**

NETHERLANDS—A Dutch aluminum manufacturer is seeking a licensee to produce and distribute its **patented aluminum structural system for prefabricated, low-priced housing** in the U.S. This system consists of a structural frame made up of three components: column, beam and connector. Its planning grid is based on the equilateral triangle which permits untold planning varieties. This flexibility makes it especially suitable for schools, houses, motels, restaurants, and other single-story structures. **File 2160**

SWITZERLAND—A Swiss manufacturing company offers for licensing a novel, patented **pair of plastic sport pants for sliding downhill on ice or snow.** The sport has been recently introduced on Swiss, West German, Austrian and Scandinavian slopes. The pants are presently being sold in Switzerland and exported to a number of European countries. **File 2161**

SWITZERLAND—A leading Swiss producer of paints, inks and synthetic coatings of metal surfaces offers a manufacturing license for its **epoxy powder used for the coating of almost all metals.** It is applied with electrostatic powder spraying equipment. The powder is then baked and forms a coating on metal parts. The advantages claimed consist of excellent corrosion resistance, a simple application (no solvents) and the fact that most of the powder carried into the atmosphere can be recovered and used again, thus providing substantial savings compared to traditional paints. **File 2162**

SWITZERLAND—A Swiss company seeks a well established U.S. manufacturer of electrical equipment as licensee to produce the **control unit of a heat-therapy apparatus** they manufacture. The apparatus is used in physiotherapy. Reportedly, informal market surveys indicate it has a good sales potential in medical, paramedical fitness, and rehabilitation centers. **File 2163**

Brazil To Prequalify Builders For Hydroelectric Project

A call for firms to prequalify to bid for the construction of the Sao Simao Hydroelectric Power Plant (civil construction work only) has been issued by Brazil's Centrais Eletricas de Minas Gerais S. A. (CEMIG), Room 1137, Belo Horizonte, Minas Gerais. The work shall be financed with CEMIG's own funds and resources from loans which are being negotiated with the World Bank.

Prequalification deadline is May 2. Correspondence must be in Portuguese; if in any other language, documents must be translated by public translator. The address is: CEMIG, Departamento de Obras de Geracao e Edificacoes-DPOG, Rua da Bahia, 1148, 11th Floor, Room 1137, Belo Horizonte, Minas Gerais. Pamphlets providing additional details on the project and maps of the site of the plant, along with prequalification instructions, are available from the Construction, Water Resources & Engineering Services Div., BDC-742, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-3602), and the U.S. Dept. of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102, (415-556-5864).

Indian State Wants Bidders On Communications Equipment

The Haryana State Electricity Board has issued Tender No. IDA/HSEB/7 for the supply of power line carrier communications equipment. Bid deadline May 8. Bid should offer twin channel carrier terminals, line traps, coupling capacitors, and cables for 66KV/132KV grid sub stations. Copies of tender announcement and specifications are available only from the Chief Engineer (Planning & Construction) Design Directorate Haryana State Electricity Board, Shop-Cum-Flat No. 6 Sector 17-E, Chandigarh, India for $13.33 per set.

New Zealand Post Office To Buy Microwave Relay Equipment

The New Zealand Post Office has issued tender No. POHQ 171/3832 for the supply of **microwave relay equipment to CCIR standards.** Bid deadline is April 24.

Bid should offer: 960-channel telephony 5925-6425MHZ, including two terminals and three repeaters; 330-channel telephony 7425-7725MHZ, single hop including wave guides and antennae. Eight 10-foot-diameter parabola antennae, waveguides and wave guide pressurizing equipment.

Copies of tender announcement and specifications are available from the Controller of Stores, Post Office Headquarters, Wellington or on a short-term loan basis to firms located in the U.S. from the Communications-Electronics Division, BDC-720, Room 1112, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-4822).

Ireland Invites Proposals On Fuel Oil Storage Tanks

The Electricity Supply Board of Ireland is seeking bids for the supply, delivery to site, unloading at site, insurance, complete erection, testing and maintenance of fuel oil storage tanks in accordance with Specification No. 802P for the Tarbert Generating Station (Tender No. B/D71/131/P/BHM). Bids must be submitted to the Chief Project Engineer, Electricity Supply Board, Lower Fitzwilliam St., Dublin 2, by April 24. A set of documents made up of 1) specifications, 2) general conditions of contract, and 3) drawings may be examined in Room 2116, U.S. Dept. of Commerce, Washington, D.C.

Mexico Calls For Bids To Build Sugar Refinery

Mexico's National Commission of the Sugar Industry has published a call for bids for the construction of a sugar refinery capable of refining 6,000 short tons daily. The refinery is to be constructed in Chontalpa, in the State of Tabasco. Bids are requested from companies interested in construction and the supply and installation of machinery.

Lists of equipment and specifications, together with instructions for bidding, can be obtained from the Oficinas de la Vocalia Ejecutiva, Comision Nacional de la Industria Azucarera, Balderas No. 36, 2° Piso, Mexico, D.F. There is a fee of 500 pesos ($40) for the specifications. Bids will be accepted until April 22.

Power Line Carrier Equipment Tenders Announced By India

The Beas Purchase Organization has issued Tender No. IDA/BCB/10/GLOBA for the supply of power line carrier communications equipment. Bid deadline May 11. Bid should offer automatic dialing, telemetry, and teleprinting equipment. Copies of tender announcement and specifications are available only from R. N. Gupta, Chief Purchase Officer, Beas Purchase Organization Talwara Township Dist. Hoshiarput, Punjab India for $13.33 per set.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Business Opportunities Staff and other units of the Bureau of Domestic Commerce (BDC), U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers, used extensively by Government and industry.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only firms or individuals with good reputations. However, the Department cannot be responsible for any trade relations.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency. A (★) at the end means that additional information may be borrowed by U.S. firms from the individual division of BDC. To avoid delays, requests for loan material should specify the country, commodity and foreign government agency.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the U.S. Department of Commerce, BIC-924, Washington, D.C. 20230.

Direct Sales

Specific foreign firms have expressed interest in direct purchases of the products below. See also the "Agencies" listing.

Field crop farms

01120—PORTUGAL—Raw cotton. Direct purchase & agency. A. Gama Rocha & Filhos (importer, dist., agent), Rua do Campo Alegre, 144-3°, Apartado #292, Oporto. WTD in prep.

01130—VIET-NAM—Cash grains such as wheat for use in brewing barley. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. (Direct purchase and agency) Duy Tan Cong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

01190 — VIET-NAM — Hops. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. (Direct purchase & agency). Duy Tan Cong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

Dairy products

20230—SAUDI ARABIA—Frozen milk, canned or packaged for sale to consumers. Khalifa *Al-Gosaibi* Cold Stores (dist., agent, retailer), P.O. Box 222, Dammam. WTD in prep.

Beverage industries

20830 — VIET-NAM — Malt. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. (Direct purchase & agency). Duy Tan Cong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

Floor covering mills, products

22710 — NETHERLANDS ANTILLES—Floor carpet tiles made of manmade fibers or wool. Bouw Service Caribbean N.V. (importer), Daphneweg 29A, P.O. Box 278. WTD in prep.

Office furniture

25220 — NETHERLANDS ANTILLES—Metal office furniture. Bouw Service Caribbean N.V. (importer), Daphneweg 29A, P.O. Box 278. WTD in prep.

Public building, related furniture

25310 — NETHERLANDS ANTILLES—School furniture. Bouw Service Caribbean N.V. (importer), Daphneweg 29A, P.O. Box 278. WTD in prep.

Pulp mills, products

26110—VIET-NAM—Paper pulp including bleached sulphate hardwood pulp, bleached sulphate softwood pulp, mechanical groundwood pulp. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive materials requested. (Direct purchase & agency). Duy Tan Cong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

Paper mills, products

● **26200—IRAN**—The Iranian Tobacco Co. requires 350 tons of high quality white paper and 300 tons of mechanical paper to be supplied in bobbins. Mechanical paper to have substance of 90 grams/$M^2 \pm 2$ grams and be supplied in bobbin widths of 500 MM and bobbin weights of 200-250 Kg. The 350 tons of high quality white paper to have substance of 90 grams/$M^2 \pm 2$ grams will be supplied in bobbins of three different bobbin widths and weight-ranges. Copies of the tender containing more detailed specifications and conditions as well as samples of desired paper available from the Forest Products Division, BDC-760, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3534). Bid deadline is May 20.

● **26200—IRAN**—The Iranian Tobacco Co. requires 281,000 kilograms of kraft paper in sheets measuring 40 x 42 cms. Substance to be 60 grams/$M^2 \pm 3$ grams. Copies of tender containing conditions and sample of desired paper available from Forest Products Division, BDC-760, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3534). Bid deadline is June 5.

● **26200—IRAN**—The Iranian Tobacco Co. requires 300 tons of white paper in sheets measuring 72 x 90 cms. Of the total, 250 tons to be provided with substance of 80 grams/$M^2 \pm 2$ gr., the remaining 50 tons to be provided with substance of 60 grams/$M^2 \pm 2$ grams. Copies of tender containing further specifications, conditions and sample of desired paper available from Forest Products Division, BDC-760, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3534). Bid deadline is May 25.

● **26200—IRAN**—Iranian Paper Company requires 150 tons of blue paper in bobbins of 492 mm. width. Substance of paper to be 110 grams $\pm$ 5 grams/M^2. Copies of tender containing further specifications, conditions and sample of desired paper are available from the Forest Products Division, BDC, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3534). Bid deadline May 6.

Paperboard mills, products

● **26300—IRAN**—Iranian Tobacco Company requires 250 tons of triplex board with one side glazed and one side white. Substance to be 270-280 grams/M^2. Of the total, 50 tons to be provided in bobbins having width of 305 mm. The remaining 200 tons to be provided in sheet sizes of 43 x 62 cms. and 46 x 54 cms. Copies of the tender containing further specifications, conditions and samples are available from the Forest Products Division, BDC, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230. ★(202-967-3534). Bid deadline May 10.

● **26300—IRAN**—Iranian Tobacco Company requires 800 tons duplex and triplex board in bobbins: Of the total, 400 tons to be triplex one side glossy, one side white with substance of 400-425 grams/M^2 provided in bobbins 640 mm. wide. Remaining 400 tons to be one-side white mechanical duplex with substance of 400-425 grams/M^2 and provided in bobbins 633 mm. wide. Copies of the tender containing further specifications and conditions and samples of desired board are available from the Forest Products Division, BDC, Room 2112, U.S. De-

partment of Commerce, Washington, D.C. 20230. ★(202-967-3534). Bid deadline May 15.

● **26300—IRAN**—The Iranian Tobacco Co. requires 420 tons of duplex board in sheets. Substance to be 450 grams/$M^2 \pm 20$ grams and thickness of 0.68-0.72 MM. Of the total, 400 tons to be provided in sheets measuring 72 x 100 cms., with the remaining 50 tons to be provided in sheets of 100 x 100 cms. Copies of tender containing further specifications, conditions and sample of desired paperboard is available from Forest Products Division, BDC-760, Room 2112, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-3534). Bid deadline is May 31.

Paints, varnishes, lacquers, enamels

28516 — THAILAND — Chemicals for paints, alkyd resins, other resins, solvents, pigments, linseed oils; dehydrated castor oil, other oils, titanium dioxides, red lead, zinc oxide, ester gum, other gums, driers, nitrocellulose, aluminum paste and powder, bronzes. Requests c.i.f. Bangkok prices, packings, samples, catalogs, mixing instructions and formulation. Thong Thai (Paint Industry) Co., Ltd. (importer, dist., mfr.), 762-768 Charoen Krung Rd., Bangkok. WTD 12/71.

Industrial chemicals

28152—SOUTH AFRICA—Spirit soluble dyestuffs (alcohol and oxygenated solvents soluble) for manufacture of wood stains. ELVOLAC (Pty.) Ltd. (mfr.), P.O. Box 83, Pinetown, Natal. WTD 7/71.

28163—SOUTH AFRICA—Various pigments for paint manufacture, such as synthetic, natural fine ground yellow, red iron oxides, lemon and mid-yellow chrome pigments, orange chromes, zinc chromate types. ELVOLAC (Pty.) Ltd. (mfr.), P.O. Box 83, Pinetown, Natal. WTD 7/71.

28194—SOUTH AFRICA—Dodecyl benzene sulphonic acid, for use in paint manufacture. ELVOLAC (Pty.) Ltd. (mfr.), P.O. Box 83, Pinetown, Natal. WTD 7/71.

Synthetic materials

28211—SWITZERLAND—Opaque polyethylene plastic sheets minimum thickness 0.4 mm. to be used to cover structures on building sites. Hug & Co. (importer), Attn: J. C. Hug, Signaustrasse 9, 8032 Zurich. WTD in prep.

28213 — SOUTH AFRICA — Polyvinyl acetate chips for manufacture of seamless flooring. ELVOLAC (Pty.) Ltd. (mfr.), P.O. Box 83, Pinetown, Natal. WTD 7/71.

28214—SOUTH AFRICA—Various resins for paint manufacture; seamless flooring applications such as polyurethane resins, linear polyesters for reactive purposes, epoxy resins, coumarone petroleum resins. ELVOLAC (Pty.) Ltd. (mfr.), P.O. Box 83, Pinetown, Natal. WTD 7/71.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28416—NORWAY—Chemicals for cleaning ship tanks (crude oil) and decks. Ingenior Christen Smith A/S, Attn: Capt. Peter Hide (importer, agent), P.O. Box 220 Skoyen, Oslo 2. WTD in prep.

28423—THAILAND — Chemicals for paint remover. Requests c.i.f. Bangkok prices, packing, samples, catalogs, mixing instructions and formulation. Thong Thai (Paint Industry) Co., Ltd. (importer, dist., mfr.), 762-768 Charoen Krung Rd., Bangkok. WTD 12/71.

28424—THAILAND — Chemicals for paint polishes and cleaners such as waxes, etc. Requests c.i.f. Bangkok prices, packings, samples, catalogs, mixing instruction and formulation. Thong Thai (Paint Industry) Co., Ltd. (importer, dist., mfr.), 762-768 Charoen Krung Rd., Bangkok. WTD 12/71.

Agricultural chemicals

28720—VIET-NAM—Natural (organic) and mixed fertilizers including urea, potassium sulfate, ammonium sulfate, triple super-phosphate, diamond phosphate. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. (Direct purchase & agency). Duy Tan Cong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

28790 — GREECE — Insecticidal and fungicidal preparations (formulations) for agricultural use. Requests c.i.f.-Piraeus price quotations. A. Mountanos Ltd. (importer, dist., agent), 56 Chalcocondyli St., Athens. WTD 2/72.

Chemical products

28993—ZAMBIA—Reagent sodium cyanide (cyanoids) pellets 96/98% NaCN—equivalent potassium cyanide 129/130% KCN. Requires 60,000 lbs. per mo. for "on mine" delivery July 1972 to June 1973 inclusive. Anglo American Corp. (Central Africa) Ltd., Attn: K. C. Small, Chief Buyer (importer, dist.), P.O. Box 172, Kitwe. WTD in prep.

Petroleum refining

29110—SOUTH AFRICA—Various solvents for paint manufacture, such as methyl iso butyl ketone, iso butyl acetate, ethyl glycol (cellosolve), ethylene glycol and butyl glycol (butyl cellosolve). ELVOLAC (Pty.) Ltd. (mfr.), P.O. Box 83, Pinetown, Natal. WTD 7/71.

Plastic products

30791 — SWITZERLAND — Heat resistant vacuum molding film for meat packing, that allows meat to be fried without unpacking. Prim-Pac, W. Klaus (importer, dist.), Brauerstr. 33, 8004 Zurich. WTD 3/72.

30798 — SAUDI ARABIA — Plastic squeeze bottles for liquid detergents of sizes between 4 and 24 ozs. Chemical & Cosmetics Establishment (dist., mfr., retailer), P.O. Box 649, Dammam. WTD in prep.

30798—SWITZERLAND—Novelty plastic packaging materials, newly designed plastic packages. Prim-Pac, W. Klaus (importer, dist.), Brauerstrasse 33, 8004 Zurich. WTD 3/72.

Abrasive, asbestos, nometallic mineral products

32933—SWEDEN—Packing, insulation materials for heating, sanitation. (Direct purchase & agency). Handelsfirman Maskintätningar (importer, agent), Gråhundsvägen 38, S-123 62 Farsta. WTD 3/72.

33123—KUWAIT—15,000 tons hot rolled steel in coils. Quotes needed for coils of 48 in. diameter with .375 in. wall thickness. Shipment to be made in five equal quantities during consecutive months beginning approximately May 1972. Kuwait Metal Pipes Industries (mfr.), P.O. Box 3416, Kuwait. Attn: Mr. Abdulla Saleh. WTD in prep.

33123—NEW ZEALAND — Electrolytic tin plate for manufacture of tin cans for foods. Neill, Cropper & Co. Ltd., Attn: G. W. Krynen, Mgr. (importer, agent), P.O. Box 583, Wellington. WTD in prep.

33167 — ICELAND — Galvanized corrugated steelsheets—Thomas quality—first choice zinc coating 1.25 oz. sq. ft. both sides—chromated for better protection. Specification: 26BG (0.50 mm) x 10 corrugations 3" x ¾" deep (minimum $^{18}/_{19}$ mm deep corrugations). Mjolkurfelag Reykjavikur (importer, dist., retailer), Laugavegur 164, Reykjavik, Box 717. WTD 1/72.

Rolling, drawing, extruding of nonferrous metals

● **33500—THAILAND**—Conductor, service entrance cable, aluminum 600 V, polyethylene insulated, 300,000 meters. Bid deadline April 25; tender MEA-PSD-278; Purchases & Stores Dept., Metropolitan Electricity Board, 121 Chakpet Rd., Bangkok 2. Specifications available on short term loan basis to U.S. domiciled firms from Metals and Minerals Division, BDC-782, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2181).

Heating apparatus, plumbing fixtures

34330—ITALY—Municipal refuse and waste incinerators with 800 to 1,000 metric ton daily incinerating capacity for town with population of 1,200,000 persons. Azienda Municipale Raccolta Rifiuti (AMRR) Attn: Dr. Guido Silvestro, Dir. (municipal service), Via Germagnano 50, 10156 Torino.

Fabricated structural metal products

34437—AUSTRIA—Steel containers for swimming pool filters, 400 mm Ø, 1500 mm/h; 500 mm Ø, 1500 mm/h; 650 mm Ø, 1800 mm/h. TARI Gesellschaft m.b.H. (importer, agent, wholesaler), Peter Rosegger/Weg 12, P.O. Box 116, A-5280 Braunau/Inn. WTD 3/71.

Fabricated metal products

34941—FRANCE—Solenoid-valves. Direct purchase & agency. Industria S.A. (mfr., retailer), 37 ave. Ardouin, 94–Le Plessis Trévise. WTD in prep.

Engines, turbines

● **35100—ARGENTINA**—Hidronor S.A., a Government-owned corporation in charge of the El Chocon-Cerros Colorados Hydroelectric Project, will invite interested firms to submit bids sometime in June for the supply installation and start-up of generators driven by hydraulic turbines. Interested contractors are urged to communicate directly with Hidronor S.A., Avda. L.N. Alem 1074, Piso 3°, Buenos Aires.

● **35100—BRAZIL**—Pre-qualification information for firms interested in the supply of four Hydraulic Turbines; Francis Type, each rated 257.5 mw at head of 67.5 meters, complete with accessories and four low speed generators, approximately 263 mva 0.95 power factor. Interested manufacturers should submit Pre-qualification information not

later than March 31 to Centrais Ebetricas De Minas Gerais S.A., Attn: Superintendencia De Materials, Rua Tupis, 149-5th Floor, Belo Horizonte-MG-Brazil

● **35100—LIBYA**—Tender has been announced for Benghazi Power Station and desalination plant, contractors who are registered may apply. Bid deadline June 22. Specifications may be obtained for $152 (non-returnable) from Benghazi Electricity Corp., P.O. Box 3047, Benghazi.

Farm machinery

35225—THAILAND—Five sets of rice threshing machines operated by gasoline engines, portable type, complete with feeder hoppers; similar to Pullman or Bills Welding specifications, or equal. Requests catalogs with technical data, c.i.f. Bangkok prices. Sunny Ltd. Partnership (importer, dist., agent), 200/12 Chula Soi 16, Samyarn, Bangkok. WTD in prep.

Construction, mining, materials handling machinery, equipment

● **35300—INDIA**—1 hydraulically truck-mounted crane of over 30 tons capacity, 1 pneumatic tire roller of 100 tons capacity, 4 crawler tractor loaders, two each of over 2¼ cubic yards and 4 cubic yards capacities respectively, 1 low bed tractor trailer of over 60 tons capacity, 25 heavy duty rear dumpers of over 11 tons capacity, 2 concrete placer pumps of over ¾ cubic yard hopper capacity, 6 wagon drills over 4" size drifter and 2 grout pumps of over 40 G.P.M. capacity at 400 p.s.i. continuous pressure. Tender documents priced at $13.33 plus $0.67 postage. Contact: Mr. M. G. R. Murthy, Executive Engineer, North Gujarat Irrigation Mechanical Division, 21 Nutan Society, Paldi, Ahmedabad 7. Tender No. KMC/ADMCN/G.T./71-72/II. Bid deadline May 10.

● **35300—INDONESIA**—Design, supply, and installation of a palm oil mill for the tindjowan Estate of the State Plantation Enterprise. Tender No. PNP-VI/02/72. Tender documents available at 75,000 RP from Liaison Office, Perusahaan Negara Perkebunan VI, Djalan Garut, 15 Djakarta, Indonesia. When received, a copy of the specifications will be available on a short term loan basis to firms domiciled in the U.S. from General Industries Div., BDC-772, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-5593).

35318—ZAMBIA—Two Diamond Tee Trucks or equal, for transporting materials. C.T.C. Transport, Attn: J. M. Beukes (importer), P.O. Box 342, Lusaka. WTD in prep.

35322 — GUATEMALA — Crushing and pulverizing plant, diesel operated. Correspondence requested in English and Spanish. Cementos Novella, S.A. (mfr.), 9a. Calle 2-75, Zona 1, Guatemala City. WTD 2/72.

Metalworking machinery

● **35400—INDIA**—2000 kg. forging hammer. Tender No. 107/17/673&667/21. 12.71, bid deadline April 28. Directorate General Supplies & Disposals, Jeevantara Bldg. Parliament St., New Delhi. Tender copies (Rf. NO.CDN/ENQ/187) available from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008 for $2.50 per copy.

● **35400 — INDIA** — Metalworking machinery, including: centerless bar turning machine, Tender No. EN/30/1/71/4251/5, (ISM ref, CDN/ENQ/181), bid deadline May 9; special coil spring grinding machine, Tender No. EN/30/1/71/4252/5 (ISM ref. CDN/ENQ/182), bid deadline May 11; multiroll high speed bar straightening machine, Tender No. EN/30/1/71/4253/5 (ISM ref. CDN/ENQ/183), bid deadline May 16. General Manager (Stores) Integral Coach Factory Madras-38. Tender copies are available from India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C. 20008. There is a charge of $1.50 each for the first two tenders.

● **35400—SOUTH AFRICA**—Coil inspection, slitting and tension levelling line. Tender No. V217, bid deadline May 8. The Head, Capital Buying, South African Iron & Steel Industrial Corp. Ltd., P.O. Box 450, Pretoria, Transvaal. Tender documents are available from the above address against a deposit of R100 ($140) which will be refunded on receipt of a bonafide tender.

35411 — PORTUGAL — Boring machine with table, medium or heavy type; new or used. Metalurgica Costa Nery, SARL. (mfr.), Torres Novas. WTD in prep.

35423—ZAMBIA—Hydraulic plant suitable for manufacture of lead and copper sanitary traps. Steel Fabrications Ltd., Attn: A. Cottingham, Mng. Dir. (importer, mfr.), P.O. Box 355, Lusaka. WTD in prep.

Special industry machinery

● **35500 — CEYLON** — Complete equipment for a drum reconditioning plant. Tender No. not specified; bid deadline May 9. Chairman, Tender Board, Ceylon Petroleum Corp., P.O. Box 634, No. 113, Galle Rd., Colombo 3. Specifications are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **35500—CEYLON**—Supply of a plant for the manufacture of plastic containers. Tender number not specified; bid deadline May 8. Chairman, Tender Board, Ceylon Petroleum Corp., P.O. Box 634, No. 113, Galle Rd., Colombo 3. Copies of the tender documents are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

● **35500 — SOUTH AFRICA** — Design, supply, and erection of 2050 mm. semi-continuous hot strip mill water systems, water treatment plant. Tender No. V215; bid deadline April 17. The Head, Capital Buying, South African Iron and Steel Industrial Corp. Limited, P.O. Box 450, Pretoria, Transvaal. The inquiry documents are available from ISCOR headquarters, at the above address against a deposit of R100.00 ($140.00) which will only be refunded on receipt of a bona fide tender for the complete plant.

● **35500 — YUGOSLAVIA** — equipment for the manufacture of ebonite battery cases with plant capacity of 500,000 battery cases and lids annually (working 2 shifts). 20 percent of cases produced should have weight of under 3 kg., 50 percent of 3 kg., and 30 percent of 7-10 kg. Equipment offered should also include plant for preparation of hard rubber mass. Presses for cast production should be of most modern design with 6 nests and have shortest possible vulcanization time. Both equipment and know-how should be offered by manufacturer. Offers should be directed to: Mr. Juga Sulejman, "TESLA" Tvornica Akumulatora, Qipoo Brcko, Yugoslavia either directly or through the American Embassy, Kneza Milosa, Belgrade.

35510 — VIET NAM — Machinery and equipment for a fish meal plant capable of processing one metric ton per hr. of oily raw trash fish, and one metric ton per hr. of nonoily raw trash fish. Quotations c.i.f. and ocean freight Saigon indicated separately. Catalogs, descriptive literature requested. Minh Chau Fishing Co. (importer, dist., mfr.), 41 Bis Ton That Thuyet, Saigon. WTD in prep.

35512—THAILAND—Plant for manufacturing dehydrated food, such as chicken and pork soup flavourings, cooked rice soup, cooked noodle soup, etc. Nuguan Huat Industry Co., Ltd. (mfr.), 54/1 Sukhumvit 65th Lane, Sukhumvit Rd., Bangkok. WTD 11/71.

35513 — SWITZERLAND — High speed, automatic shrink meat packaging machinery, other food, vegetable filling, wrapping, bundling, stapling and packaging machinery, for plastic packaging materials. Prim-Pac, W. Klaus (importer, dist.), Brauerstr. 33, 8004 Zurich. WTD 3/72.

35522—GERMANY — Cloth cutting machines. Bullmerwerk Karl Bullmer (mfr., agent), 7420 Muensingen, P.O. Box 300. WTD 3/72.

35540 — ISRAEL — Machine, related equipment for manufacturing cardboard boxes in sizes: minimum 20 x 20 mm to maximum 200 x 200 mm. Violette Cardboard Boxes Mfg. Co. (dist./wholesale, mfr.), 9 Eizor Hamalkha, Beer-Sheba. WTD in prep.

35551 — NETHERLANDS — New offset presses and bookbinding machinery. Direct purchase or representations, preferably on exclusive basis. Grafisch Tech. Bureau Hesterman N.V.; Attn: Mr. R. Bosma (importer, dist., agent), 17 Elektronstraat, P.O. Box 8145, Amsterdam. WTD in prep.

● **35590—AUSTRIA** — Machinery and equipment including license, know-how, engineering for plant to produce catalyzers for chemical, petrochemical, refining processes and plant for production of photosensitive materials. INDUPROMAT G.m.b.H., Uraniastrasse 2, A-1010 Vienna. WTD in prep.

35593 — ISRAEL — Machine, related equipment for manufacturing jewelry boxes, small sizes, of plastic material. Violette Cardboard Boxes Mfg. Co. (dist./wholesale, mfr.), 9 Eizor Hamalkha, Beer-Sheba. WTD in prep.

35593 — VIET-NAM — Plastics working machinery, equipment including molding, injection, extrusion, blowing machine. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. (Direct purchase & agency). Duy Tan Dong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

General industrial machinery

● **35600—SINGAPORE**—Supply, delivery, and installation of machinery and equipment for the construction of a new pumping station at Crawford St. Equipment to include: three electrically driven centrifugal sewage pumps; one mechanically-raked screen and one hand-raked screen; one macerator pump; two sump

pumps; one electric overhead crane; ventilating and deodorising plant; one switch-starter board complete with accessory equipment. Reference No. SQS/WB/87/71/53; bid deadline May 5. For further information, contact the Senior Quantity Surveyor, Public Works Dept., 11th floor, National Development Bldg., Maxwell Rd., Singapore 2.

● **35600—SINGAPORE**—Supply, delivery installation and testing of one 1,400 IGPM pump and two 2100 IGPM pumps; three electric motors complete with automatic starters and switches; main switchboard and distribution board; cast iron pipes, valves, bends, etc; one flowmeter and two wet well level detectors; a one-ton, hand-operated chain block crane; one sump pump; one portable submersible sewage pump; and accessory equipment. Reference No. SQS/WB/87/72/1; bid deadline April 28. For further information contact the Senior Quantity Surveyor, Public Works Dept., 11th floor, National Development Bldg., Maxwell Rd., Singapore 2.

● **35600—TURKEY**—Ten portable air compressors—each 20 h.p., diesel engine powered, and 125 CFM capacity for use with jack hammer; two trenchers-digger loader type, diesel engine powered, 30 cm-70 cm wide and 150 cm deep trenching capacity. Tender number not specified, bid deadline April 17. Procurement Dept., General Directorate of Post, Telephone and Telegraph, Ruzgarli Sokak, Catal Han, Ankara. Specifications available from the above Department. Translation in English available from Modern Translation Bureau, Karanfil Sokak 49/2, Ankara for $5.50 each category including airmail charges.

35673—THAILAND—Ovens for paints, varnishes. Requests c.i.f. Bangkok prices, catalogs, operating instructions. Thong Thai (Paint Industry) Co., Ltd. (importer, dist., mfr.), 762-768 Charoen Krung, Bangkok. WTD 12/71.

35690—AUSTRIA—Four, five, and six-way valves for swimming pool filters; time controlled automatic equipment for swimming pool filters in bronze, stainless steel, or plastics materials; ¾", 2", 2½". TARI Gesellschaft m.b.H. (importer, agent, wholesaler), Peter Rosegger-Weg 12, P.O. Box 116, A-5280 Braunau/Inn. WTD 3/71.

35690—SWITZERLAND—Newly developed non-food packaging machines for plastic packaging materials. Prim-Pac, W. Klaus (importer, dist.), Brauerstr. 33, 8004 Zurich. WTD 3/72.

35690—YUGOSLAVIA—Machinery for can and lid production, of moderate capacity; new product lines, new production equipment. SATURNUS (mfr.), Ob zeleznici 16, Ljubljana 61000. WTD in prep.

Office, computing, accounting machines

35731—GERMANY—Peripheral equipment, machinery for electronic data processing. Direct purchase & agency. Risto Herbert Holderegger & Co. (importer, dist., mfr.), 75 Kaiserstrasse, P.O. Box 654, D-7410 Reutlingen, Baden-Wuerttemberg. WTD 2/72.

35741—ISRAEL—Simple cash registers, electric/mechanical, for import, assembly or manufacture. Amron Ltd. (mfr.), P.O. Box 636, Tel Aviv. Attn: Mr. Norbert Rubinstein. WTD in prep.

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

35316 — ZAMBIA — One of nation's largest contracting companies wishes to buy a stabilization machine plant, preferably with three axles, but will consider any other with following specifications: plant to be fully automatic; plant to have water tank attached; blades to be removable-changeable with reach between 15 to 25 centimeters. Zecco Co. Ltd., Attn: Mr. Rasco Garic (importer, dist., contractor), P.O. Box 3059, Lusaka. WTD in prep.

35791 — THAILAND — Office equipment importer seeks agency for addressing machines, 50 cycles, 220 v. Nam Thong Business Machines Co., Ltd. (importer), 505/1 Petchburi Rd., Opp. Hollywood Theatre, Bangkok. WTD in prep.

38213 — SWITZERLAND — Distributor of electronic controls and instruments wants to represent producer of industrial process instruments for automated processes on machine tools and high precision machinery, of advanced nature only. Dumaco AG, Attn: Mr. G. Manta, Dir. (dist., mfr.), Elfenaustrasse 3, 2500 Biel. WTD 3/72.

Service industry machines

35853—VIET NAM—Three sets of shell ice maker, complete with standard equipment to produce 100 tons shell ice per 24 hrs. Quotations c.i.f. and ocean freight Saigon indicated separately. Catalogs, descriptive literature requested. Minh Chau Fishing Co. (importer, dist., mfr.), 41 Bis Ton That Thuyet, Saigon. WTD in prep.

35891 — SPAIN — Commercial cooking, food warming equipment; microwave ovens. Accesorios Hosteleros, S.A. (importer, dist., agent), Entenza, 74-76, Barcelona (15). WTD in prep.

35892 — SPAIN — Sewage purification equipment for treatment of organic wastes. Alvarez-Valls, S.A. (importer, dist., agent), Consejo de Ciento, 360, Barcelona (3), P.O. Box 156. WTD in prep.

Electric transmission, distribution equipment

● **36100—INDIA**—Supply 11 each 132 KV, and 75 each 66 KV Potential Transformers. Tender No. IDA/UPSEB/10, bid deadline June 5. Superintending Engineer Electricity Sub-Station Design Circle, U.P. State Electricity Board, 10-B, Madan Mohan Malviya Marg. Lucknow, U.P. India. One copy of Specifications available for reference only, Power & Electrical Equipment Program, Room 2806, U.S. Department of Commerce, 20230, ★(202-967-5585).

● **36100—INDIA**—One 15.5 MVA, 66/37.5 KV transformer with accessories; one 10 MVA, 66/33 KV transformer with accessories; two 7.5 MVA, 66/37.5 KV transformers with accessories; ten 2.5 MVA single phase transformers with accessories. Tender NO IDA/UPSEB/3, bid deadline May 19. Superintending Engineer Electricity Sub-station Design Circle, U.P. State Electricity Board, 10-B, Madan Mohan Malvina Marg, Lucknow, U.P. India. Purchase against IDA credit. One copy of specifications available for reference only, Power & Electrical Equipment Program, Room 2806, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-5585).

● **36100—INDIA**—Single phase meter testing bench, portable rotating energy meters, millivoltmeters, phase meters, voltmeters, etc. Tender No. IDA/UPSEB/11, bid deadline June 7. Superintending Engineer, Electricity Sub-station Design Circle, U.P. State Electricity Board, 10-B Madan Mohan Malviya Marg, Luchnow, I.P. Copy of terms and specifications available for review only at the Business, Photographic and Scientific Equipment Div., BDC-708, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2939).

36113 — FRANCE — Electrical measuring instruments. (Direct purchase & agency). SECEIM (importer, agent), 27, blvd. Berthier, Paris 17e. WTD in prep.

36131—SINGAPORE—Marine electrical switches. Tan Cheng Kim, Mng. Dir., Sinhin Electric & Commercial Co. Pty. Ltd. (importer, dist., agent), 15/16 Wallich St., Singapore 2. WTD 2/72.

36132—JAMAICA—Power supply regulators; specifications: 110/220/240 volt, single phase, 50 cycle in and 50 cycle out; output error ± ½ cycle; 2 kilowatt. Brochures, prices requested. Bicknell's Industrial Service Ltd. (industrial service, repairs), 27 Liguanea Ave., Kingston 6. WTD in prep.

36133—GREECE—Panelboards, distribution boards, components. Direct purchase & agency. Pan. Psonopoulos & Son (dist., agent, retailer), 3 Vernardaki St., Thessaloniki. WTD 2/72.

Electrical industrial apparatus

36211—FRANCE—Electric motors. Direct purchase & agency. Industria S.A. (mfr., retailer), 37 Ave. Ardouin, 94–Le plessy Trévise. WTD in prep.

36212—ISRAEL—Engine-driven generators: power/gasoline; output: regulated 28 volt DC plus or minus 10% sero to full load; capacity 1.5 Kw (53.5 amperes); ripple not to exceed 250 millivolts rms at full load; two-wire output, not grounded; pull-rope start; air-cooled, skid shock-mounted, tubular frame, preferably no visible commercial markings or symbols. Tadiran (Israel) Electronic Industries Ltd. (mfr., exporter), 3 Hashalom Rd., P.O. Box 648, Tel Aviv. WTD 12/70.

36212 — ISRAEL — Electric generator sets, diesel engine powered, in range of 15 to 40/45 Kw (50 cycles, 3 phase 400 volt, single phase 220 volt) for general industrial and stand-by application. Israel Tractors & Equipment Co. Ltd. (importer, agent, retailer), 7 Barzilai St., P.O. Box 1766, Tel Aviv. Attn: Mr. C. Kella, Sales/Promotion Mgr. WTD 2/72.

36214—VIET NAM—One 250 kw diesel electric generator, continuous duty, low speed, 230-380 volt, 3 phase, 50 cycle. Quotations c.i.f. and ocean freight Saigon indicated separately. Catalogs, descriptive literature requested. Minh

Chau Fishing Co. (importer, dist., mfr.), 41 Bis Ton That Thuyet, Saigon. WTD in prep.

36220 — FRANCE — Industrial controls. (Direct purchase & agency). SECEIM (importer, agent), 27, Blvd. Berthier, Paris 17e. WTD in prep.

Electric lighting, wiring equipment

● **36400 — INDIA** — Supply Accessories for A.C.S.R. Conductor for transmission and distribution project. Tender No. IDA/HSEB/A/3, bid deadline May 3. Specifications available for approximately $13.70. Cost of documents may be remitted in the form of Demand Draft drawn on any India Bank in favor of Accounts Officer, Haryana State Electricity Board, Chandigarh, India. (U.S.) from Chief Engineer (P&C) Design Directorate, Haryana State Electricity Board, SCF-6, Sector 17E, Chandigarh, India. IDA Credit No. 242 IN

● **36400—INDIA**—Supply 132 KV transmission line towers and accessories. Tender No. IDA/BSEB/10, bid deadline May 15. World Bank Loan, IDA Credit 242 IN. Specifications available for $13.70 (U.S.); may remit in the form of Demand Draft drawn on any Indian Bank in favor of Accounts Officer (Sect.), BSER, Patna-1; from Dept. Chief Engineer, Stores & Purchases Bihar State Electricity Board, Vidyut Bhavan, Bailey Road, Patna-1, India.

● **36400—INDIA**—Power line carrier communication equipment comprising twin channel terminals, line traps, coupling capacitors, h.f. cables, and related items. Tender No. IDA/HSEB/7, bid deadline May 8. Specifications available for $13.70 (U.S.), from Chief Engineer (P&C) Design Directorate, Haryana State Electricity Board, SCF-6, Sector 17E, Chandigarh, India. Cost of documents may be remitted in the form of Demand Draft drawn on any Indian Bank in favor of Accounts Officer, Haryana State Electricity Board, Chandigarh, India. IDA Credit No. 242 IN

36426—SINGAPORE—Emergency warning lights for road traffic, road safety equipment. Quek Meng Liat, Mng. Dir., Sinbor Co. (Pty.) Ltd. (importer. agent, retailer), 303 People's Park Complex, New Bridge Rd., G.P.O. Box 3486, Singapore 1. WTD 2/72.

36430 — FRANCE — Pressure switches. Direct purchase & agency. Industria S.A. (mfr., retailer), 37 Ave. Ardouin, 94-Le Plessy Trévise. WTD in prep.

36430—SPAIN—Terminals, connectors for electric devices. Juan Puig Bonastre, Mgr., Ismea Iberica (importer, dist.), Avenida de la Catedral, 14, Barcelona (2). WTD in prep.

36441—ZAMBIA—General daily poleline hardware. Limbada Hardware Ltd. (importer, dist., agent), P.O. Box 558, Lusaka. WTD in prep.

Communication equipment

36626 — FRANCE — Electronic measuring instruments. (Direct purchase & agency). SECEIM (importer, agent), 27, blvd. Berthier, Paris 17e. WTD in prep.

Electronic components, accessories

36790 — VIET-NAM — Radio, television parts including capacitors, condensers, amplifiers, speakers, microphones. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. Direct purchase & agency. Duy Tan Congty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

Motor vehicles, equipment

37141—PARAGUAY—Hood ornaments, splash guards, musical horns, magnet dashboard watches, siren burglar alarm kits, one piece cast mag-alloy wheels, custom wheels and wheel covers, custom steering wheels, sequential turn signal conversion kits, compasses, thermometers, miscellaneous accessories, ornaments for automobiles, trucks. Felix H. Centurion (importer, dist., retailer), Calle Luis A. de Herrera y Antequera, Asuncion. WTD 2/72.

37141—PARAGUAY—Hood ornaments, splash guards, musical horns, magnet dashboard watches, compasses, thermometers, siren burglar alarm kits, one piece cast mag-alloy wheels, custom wheels and wheel covers, custom steering wheels, sequential turn signal conversion kits, miscellaneous accessories, ornaments for automobiles, trucks. Chacomer AeISRL (importer, dist., retailer), Casilla Postal 707, Asuncion. WTD 1/72.

Aircraft, parts

37291—FRANCE—Linear, rotary actuators. Direct purchase & agency. Industria S.A.: (mfr., retailer), 37 Ave. Ardouin, 94-Le Plessis Trévise. WTD in prep.

Transportation equipment

37991—PAKISTAN—Chassis for jeep trailers, 2-wheels, 1½ tons on following models: MA-103A-1, M-104, M-104A-1, M-105, M-106, M-106A-1, M-107A-1, 400-G1. Warsak Engineering Corp. (importer, dist., agent), 81 Shahrah-e-Quaid-e-Azam, P.O. Box 217, Lahore. WTD in prep.

Engineering, laboratory, scientific, research instruments

38112—SPAIN—Pollution control instruments; air, water; environmental control equipment. Alvarez-Valls, S.A. (importer, dist., agent), Consejo de Ciento, 360, Barcelona (3), P.O. Box 156. WTD in prep.

Instruments for measuring, controlling, indicating physical characteristics

38212—VIET-NAM—Water meters for household, industrial use. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. (Direct purchase & agency). Duy Tan Cong Ty (importer, dist., agent), 17 Nguyen Bieu, Saigon. WTD 11/71.

38213 — AUSTRIA — Positive displacement meters for oil, petrochemicals with high temperatures, also temperature compensated, high accuracy ± 0.5% or better. Ing. Oswald Feuerwerk (importer, dist., agent), Zaunergasse 16, P.O. Box 32, A-1037 Vienna. WTD 3/72.

38213—FRANCE—Industrial process instruments. (Direct purchase & agency). SECEIM (importer, agent), 27, blvd. Berthier, Paris 17e. WTD in prep.

38216—FRANCE—Mechanical measuring, controlling instruments. (Direct purchase & agency). SECEIM (importer, agent), 27, blvd. Berthier, Paris 17e. WTD in prep.

38216—THAILAND—Paint testing instruments. Requests c.i.f. Bangkok prices, catalogs, operating instructions. Thong Thai (Paint Industry) Co., Ltd. (importer, dist., mfr.), 762-768 Charoen Krung Rd., Bangkok. WTD 12/71.

Surgical, medical, dental instruments

● **38400—BOLIVIA**—Miscellaneous medical, dental, and electro-medical instruments, equipment and supplies for hospital in Santa Cruz. Value approximately $50,000. Tender No. 1-72, bid deadline April 24. Caja de Seguro de Petroleros, P.O. Box 2693, La Paz. Specifications, in Spanish only, available on short-term loan basis from the Business, Photographic & Scientific Equipment Division, BDC-708, U.S. Dept. of Commerce, Washington, D.C. 20230, ★(202-967-2939).

38430—GREECE—Dental instruments, equipment, supplies. Nicos Ath. Papapostolou (dist., agent, retailer), 158 Egnatia St., Thessaloniki. WTD 11/71.

Toys, amusement, sporting goods

39410—MALAYSIA—Toy savings banks of metal and/or plastic for advertising use by bank. Description of types offered, plus quotations for 5,000 units requested. Public Finance Berhad (finance company), 28 Jalan Pudu, Kuala Lumpur.

Costume jewelry, novelties, buttons, notions

39620—FRANCE—Dried flowers. Provence Feuillage (dist.), Route de Sanaris, Quartier Saint-Rock, 83-Ollioules. WTD in prep.

Manufacturing industries

39999—PARAGUAY—Miscellaneous accessories for car, motorcycle racing such as: mini steering wheels, crash helmets, racing goggles, helmet face shields, racing team jackets, racing style coveralls, racing pants, American and imported car emblems, leather driving gloves, plastic gearshift balls. Chacomer AeISRL (importer, dist., retailer), Casilla Postal 707, Asuncion. WTD 1/72.

Algerian Television Agency To Purchase Audio Equipment

The Radiodiffusion Television Algerienne has issued a tender for the supply of turntables and tape recorders. Bid deadline is April 22. Copies of tender announcement and specifications are available only from the Algerian Interests Sec., Embassy of the Republic of Guinea, 2118 Kalorama Rd., NW. Washington, D.C. 20008.

German Association Offers To Help U.S. Food Exporters

An association of foodstuff importers in Germany is offering assistance in establishing trade contacts with member firms. The Waren-Verein der Hamburger Boerse e.V. is the association of the German import trade in dried fruits, edible nuts, spices, canned fruits and vegetables, fruit juices, honey, canned fish and allied products. U.S. firms interested in selling the above mentioned foodstuffs should contact: Waren-Verein der Hamburger Boerse e.V., 2 Hamburg 1, Plan 5.

Agencies

Specific foreign firms have expressed interest in agency agreements for the products listed below. Exclusive agencies for these products are wanted only if specified.

Small arms

19512—FRANCE—Fire arms. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

Meat products

20111 — FRANCE — Frozen beef. Ste D'Exploitation, Les Representants Reunis (dist., agent), 34, ave. des Paulines, 63-Clermont-Ferrand. WTD in prep.

20130 — FRANCE — Canned ham. M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

20151 — FRANCE — Frozen chickens. M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

20153 — FRANCE — Frozen turkeys. M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

Dairy products

20231 — FRANCE — Milk powder. M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

20233 — FRANCE — Concentrated and powdered milk (non-sweetened). Ste D'Exploitation, Les Representants Reunis (dist., agent), 34, ave. des Paulines, 63-Clermont-Ferrand. WTD in prep.

20233 — FRANCE — Concentrated milk (sweetened and non-sweetened). M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

Canning, preserving foods

20330—CANADA—Canned fruits. Mitchell Agencies Ltd. (dist., agent), Kenmount Rd., P.O. Box 5638, St. John's, Newfoundland. WTD 2/72.

20331 — FRANCE — Canned fruits (all kinds). Ste D'Exploitation, Les Representants Reunis (dist., agent), 34, ave. des Paulines, 63-Clermont-Ferrand. WTD in prep.

20332—FRANCE — Canned vegetables (all kinds). Ste D'Exploitation, Les Representants Reunis (dist., agent), 34, ave. des Paulines, 63-Clermont-Ferrand. WTD in prep.

20332 — FRANCE — Canned vegetables (all kinds). M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

20334—FRANCE—Canned, bottled fruit juices (all kinds). M. Tarrazi, S.A. (importer, dist., agent), 29, blvd. de Paris, 13-Marseille 02. WTD in prep.

20341 — SWITZERLAND — Bleached, natural raisins; dried, dehydrated, freeze dried vegetables: celery, onion, garlic, instant mashed potatoes, tomatoes, parsley; dried, dehydrated fruit: apple pieces, evaporated apples, whole, pitted prunes, peaches, apricots, mixed fruits, pears. Rinderknecht & Co., Attn.: Mr. S. Schlund, Dir. (importer, agent), Dreikönigstr. 7, P.O.B. 379, 8022 Zurich. WTD 3/72.

Grain mill products

20440 — SWITZERLAND — Rice, bulk, all grades. Rinderknecht & Co., Attn.: Mr. S. Schlund, Dir. (agent), Dreikönigstr. 7, P.O. Box 379, 8022 Zurich. WTD 3/72.

Confectionery

20710—CANADA—Confectionery, particularly count or penny lines. Mitchell Agencies Ltd. (dist., agent), Kenmount Rd., P.O. Box 5638, St. John's, Newfoundland. WTD 2/72.

20716 — SWITZERLAND — Walnuts, pecans; shelled, unshelled almonds, macadamia, cashews, brazils, mixed nuts sold in bulk. Rinderknecht & Co., Attn: Mr. S. Schlund, Dir. (agent), Dreikönigstrasse 7, P.O.B. 379, 8022 Zurich. WTD 3/72.

20720 — CANADA — Chocolate bars. Mitchell Agencies Ltd. (dist., agent), Kenmount Rd., P.O. Box 5638, St. John's, Newfoundland. WTD 2/72.

Beverage industries

20820—VIET NAM—Canned beer. Samples, descriptive literature requested. Quotations c.i.f. and ocean freight Saigon indicated separately. International Pacific Agency (INTERPAC) (importer), 63-65 Ham Nghi (5th Floor), P.O. Box 2269, Saigon. WTD 12/71.

20840 — NETHERLANDS — Wines, brandy, related beverages. Exclusive representations. N.V. Distilleerderij "Gele Rijder"; Attn: A. W. Prinsen (importer, dist., agent), P.O. Box 60, Deventer. WTD 3/72.

20853 — NETHERLANDS — Liquors, cordials, liqueurs, cocktails, similar beverages. Exclusive representation. N.V. Distilleerderij "Gele Rijder"; Attn: Mr. Prinsen (importer, dist., agent), P.O. Box 60, Deventer. WTD 3/72.

20860 — NETHERLANDS—Soft drinks. Exclusive representations. N.V. Distilleerderij "Gele Rijder"; Attn: A. W. Prinsen (importer, dist., agent), P.O. Box 60, Deventer. WTD 3/72.

Food preparations

20932 — SWITZERLAND—Salad, cooking oils; sunflower, other vegetable oils, refined, bleached, deodorized. Rinderknecht & Co., Attn: Mr. S. Schlund (agent), Dreikönigstr. 7, P.O.B. 379, 8022 Zurich. WTD 3/72.

Broad woven fabric mills, cotton

22110—THAILAND—Baby blankets. Requests literature, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Knitting mills, products

22523—THAILAND—Baby socks, size 3"-4½". Requests literature, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

22532 — FRANCE — Outerwear sport shirts. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

Textile goods

22940—SPAIN—Processed textile waste, especially cotton hosiery clips, man-made fibers hosiery clips. Products offered must be completely new. Jaime Aura Vicent (agent), Avda. General Mola, 51, Alcoy, Alicante. WTD 12/71.

Men's, youths', boys' clothing

23290—FRANCE—Riding clothes (western style, related accessories). Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

23292—FRANCE—Sports sweaters. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

Hats, caps, millinery

23522—THAILAND — Baby hats. Requests catalogs, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Sawmills, planing mills

24250—NEW ZEALAND—Hand saws. C.i.f. prices, brochures requested. Exclusive agency. F. W. Cave Ltd., Mng. Dir.: M. N. Furness (importer, dist., agent), P.O. Box 1685, Auckland. WTD 2/72.

Household furniture

25116—THAILAND — Baby baths. Requests catalogs, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

25144 — THAILAND — Baby trainer seats; carrying seats. Requests catalogs, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Converted paper, paperboard items

26440—FRANCE—Wallpaper, embossed plastic. Teinture Promotion (dist., mfr.), 43, ave. Milon de Verrailon, 06-Nice. WTD in prep.

26495 — NIGERIA — Office supplies—paper, stationery. Esther Beauty Aids Co. Ltd. (importer, dist., agent), P.O. Box 39, Yaba, Lagos. WTD 9/71.

Books

27313 — INDIA — Engineering, medical, natural science, cultural books. J. T. Jagtiani (agent), National House, Tulloch Rd., Post Box No. 332, Apollo Bunder, Bombay 1. WTD 11/71.

Industrial chemicals

28199 — VIET NAM — Industrial chemicals for use in textiles, foodstuffs, paper industries. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. Overseas Trading Co. (agent), 27 Nguyen Cong Tru, P.O. Box 657, Saigon. WTD 1/72.

Synthetic materials

28210—VIET NAM—Plastic raw mate-

rials including granules, powders, resins. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. Overseas Trading Co. (agent), 27 Nguyen Cong Tru, P.O. Box 657, Saigon. WTD 1/72.

28211—GERMANY—PVC and polystyrol film (foil) wrapping material. Justus Hoffmann oHG. (importer, dist., agent), 4 Brasselsbergstr., 3500 Kassel-Wilhelmshoehe. WTD 9/71.

28216 — SWITZERLAND — Synthetic resins for humidity protective coatings and compounds, for building trade, concrete, mortar additives. F. J. Aschwanden AG (dist., mfr.), P.O. Box 114, 3250 Lyss. WTD 3/72.

Drugs

28332—VIET NAM—Fine chemicals for use in manufacture of pharmaceuticals. Quotations c.i.f. and ocean freight Saigon indicated separately. Samples, descriptive literature requested. Overseas Trading Co. (agent), 27 Nguyen Cong Tru, P.O. Box 657, Saigon. WTD 1/72.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28413 — THAILAND — Cleaning and sterilizing and cleaning powder for baby nursery bottles. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

28424—THAILAND — Polishing waxes for vinyl-asbestos floor tile. World Trading Co., Ltd. (importer, dist.), 899 Mungkorn Rd., Sarn Chao Mai, Bangkok. WTD in prep.

Paints, varnishes, lacquers, enamels

28516 — SWITZERLAND — Humidity protection, waterproofing coatings. F. J. Aschwanden AG (dist., mfr.), P.O. Box 114, 3250 Lyss. WTD 3/72.

28518 — SWITZERLAND — Advanced products in field of putty, caulking compounds, waterproofing, sealing products for building trade. F. J. Aschwanden AG (dist., mfr.), P.O. Box 114, 3250 Lyss. WTD 3/72.

Gum, wood chemicals

28610—NORWAY—Wood rosin F. F.; Mexico gum rosin W. W. Nils Solberg A/S, Attn: Mr. Nils Solberg (importer, agent), Tollbugaten 3, Oslo 1. WTD in prep.

Chemical products

28993—GERMANY — Separating agents for moulded polyurethane foams. Direct purchase for distribution & agency. Hans W. Barbe, Chemische Erzeugnisse (importer, dist.), 6200 Wiesbaden-Schierstein, Postf. 17223. WTD 4/71.

28993 — SWITZERLAND — Waterproofing compounds for building trade, humidity control building chemicals, novelties only. F. J. Aschwanden AG (dist., mfr.), P.O. Box 114, 3250 Lyss. WTD 3/72.

Paving, roofing materials

29510—SWITZERLAND—Humidity control paving mixtures, concrete and mortar additives for waterproofing, genuine novelties only, for building trade. F. J. Aschwanden AG (dist., mfr.), P.O. Box 114, 3250 Lyss. WTD 3/72.

Fabricated rubber products

30692—DENMARK—Thermal insulation tubing, rubber or polyethylene for refrigeration industry. A/S Gunnar Haagensen (importer, dist., agent), 100 Svanemøllevej, DK-2900 Hellerup. WTD 3/72.

30697—THAILAND—Baby nursery bottle nipples, pacifiers, rattles, teethers. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

30698—THAILAND—Baby diaper covers. Requests literature, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Plastic products

30790—SWITZERLAND—Mobile chemical toilets made from plastic for use at festivals, exhibitions, similar events. F. Ernst Ing. AG, Attn: Mr. Langmeier (mfr., agent), Weststrasse 50/52, 8036 Zurich. WTD 8/70.

30794—THAILAND—Baby nursery bottles, clear plastic type; baby trainer cups. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Footwear, except rubber

31416—THAILAND—Baby shoes. Requests catalogs, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

31417—FRANCE—Sport shoes. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

Leather goods

31990—FRANCE—Western style saddles, parts. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

Rolling, drawing, extruding of nonferrous metals

33512—PORTUGAL—Copper and brass sheets. A. C. Borges de Araujo (agent), Praça de Velasquez, 271, Oporto. WTD in prep.

Metal cans

34110—FRANCE—Oil cans for automobile pumps. Etablissements Collex (importer, dist., agent), 5, rue des Raverdis, 92-Gennevilliers. WTD in prep.

Cutlery, hand tools, general hardware

34231—NEW ZEALAND—Socket and open ended wrenches, pliers, steel measuring tapes. C.i.f. prices, brochures requested. Exclusive agency. F. W. Cave Ltd., Mng. Dir.: M. N. Furness (importer, dist., agent), P.O. Box 1685, Auckland. WTD 2/72.

34232—NEW ZEALAND—Planes for woodworking. C.i.f. prices, brochures requested. Exclusive agency. F. W. Cave Ltd., Mng. Dir.: M. N. Furness (importer, dist., agent), P.O. Box 1685, Auckland. WTD 2/72.

34291 — TAIWAN — Marine hardware. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

Fabricated metal products

34819—THAILAND—Baby shirt hangers. Requests catalogs, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

34941—AUSTRIA—Safety relief valves for release of large quantities of liquified gases. Indag Industrieanlagenges.m.b.H. (agent), Stiegengasse 4, A-1060 Vienna. WTD in prep.

34943—ISRAEL — Valves, globe/check/safety, in all ranges up to 24". Dyna-Tronic Ltd. (agent, retailer, automation-services), 31 Uziel St., P.O. Box 7049, Ramat-Gan. WTD in prep.

34990—NORWAY—Magnetic sheets for production of advertising signs on automobiles, vans. Bergen Reklameatelier (mfr.), Kong Oscarsgaten 43, 5000 Bergen. WTD in prep.

Engines, turbines

35111—TAIWAN—Steam, gas and hydraulic turbine generator set units, parts. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

35191 — TAIWAN — Gasoline engines. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

35192 — TAIWAN — Marine diesel engines. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

35199—TAIWAN—Part, accessories for internal combustion engines. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

Farm machinery

35228—THAILAND — Insecticide sprayers. Requests catalogs; export price list. Sunny Ltd. Partnership (importer, dist., agent), 200/12 Chula Soi 16, Samyarn, Bangkok. WTD in prep.

Construction, mining, materials handling machinery, equipment

35313—SWITZERLAND — Replacement parts for construction machinery: —teeth, adaptors, tips, points; —engine parts, final drives; —rippers, track rollers, roller groups, link assemblies; Of special interest are parts which can be used on Caterpillar equipment. Mr. Hunziker, Zeremeda AG (importer, dist.), Hirsackerstrasse 36, 8810 Horgen. WTD in prep.

35370 — SWEDEN — Mobile cranes, new and used, lifting capacity of 30-150 tons. AB Kranlyft (importer, dist., agent), Box 17028, S-402 61 Göteborg. WTD 4/71.

Metalworking machinery

35410 — GERMANY — Machine tools, metal cutting type. Agency for Eastern Europe exclusively. E. Van Hazebrouck K.G. (export agent to Eastern Europe), 7 Goetheplatz, 6000 Frankfurt/Main. WTD 6/71.

35420 — GERMANY — Machine tools, metal forming type. Agency for Eastern Europe exclusively. E. Van Hazebrouck K.G. (export agent to Eastern Europe), 7 Goetheplatz, 6000 Frankfurt/Main. WTD 6/71.

35484 — SWITZERLAND — Automotive maintenance equipment, diagnostic instruments, garage and service station equipment, tools, analyzers, novelty products for automotive repair trade, industrial tools in general. Baumgartner AG, Attn: Karl Baumgartner, Pres. (im-

porter, dist., agent), Schaffhauserstrasse 14/16, 8043 Zurich. WTD 8/71.

Special industry machinery

35550 — SWITZERLAND — Novel office printing machines. Büro Meier AG, Attn: Mr. Meier, Sen. (dist., retailer), Löwenstrasse 19, 8001 Zurich. WTD in prep.

35595 — NETHERLANDS — Plating industry equipment. Exclusive representations. Industrie en Handelsonderneming Arnold van den Born (importer, dist., mfr.), Industrieterrein, P.O. Box 4, Smilde, Drente. WTD 1/72.

General industrial machinery

35611 — JAMAICA — Water pumps for public water systems: two to ten in. diameters, high and low pressure types, direct drive, V-Belt and gear drives. Brochures, quotations requested. Bogues Bros. Ltd. (importer, agent), 66 East St., Kingston. WTD in prep.

35611 — NETHERLANDS — Acid-resistant pumps, positive and magnetic drive. Exclusive representations. Industrie en Handelsonderneming Arnold van den Born (importer, dist., mfr.), Industrieterrein Smilde, P.O. Box 4, Smilde. WTD 1/72.

35612—NEW ZEALAND — Hydraulic steering systems and steering gear for application to commercial vessels such as fishing boats, tug and tow boats. Exclusive agency. Marine Steel Ltd., Attn: P. Ganley, Mng. Dir. (importer, agent, shipbuilder), P.O. Box 1919, Auckland 1. WTD 3/72.

35661—FRANCE—Bearings; ball, rolier. Société Jamex (importer, dist., agent), 1, ave. du 8 Mai 1945, 93-Le Bourget. WTD in prep.

35690 — NETHERLANDS — Filters, filter presses. Exclusive representations. Industrie en Handelsonderneming Arnold van den Born (importer, dist., mfr.), Industrieterrein, P.O. Box 4, Smilde, Drente. WTD 1/72.

Office, computing, accounting machines

35720 — SWITZERLAND — Novel typewriters, including portable. Büro Meier AG, Attn: Mr. Meier, Sen. (dist., retailer), Löwenstrasse 19, 8001 Zurich. WTD in prep.

35731—FRANCE—Process control mini computers. Megex (importer, agent), 10, rue Lacordaire, Paris 15. WTD in prep.

35731 — FRANCE — Mini-computers. Solva Informatique (dist., mfr., retailer), 82, rue de Rivoli, Paris 4e. WTD in prep.

35733 — GERMANY — EDP periphery equipment, data acquisition equipment such as analog digital converters, multiplexers, etc. Microbit Gesellschaft f. Elektronische Anlagen u. Systeme mbH. (importer, dist., agent), 6 Hasenpfad, 6078 Zeppelinheim. WTD 6/71.

35741 — SWITZERLAND — Electronic calculating machines for office use. Büro Meier AG, Attn: Mr. Meier Sen. (dist., retailer), Köwenstrasse 19, 8001 Zurich. WTD in prep.

35791—FRANCE — Envelope folding, stuffing, sealing, addressing machines; paper cutters, trimmers (hand office equipment); decollating machines and carton deleavers. AGFA-GEVAERT—Division Equipement des Entreprises (importer, dist., mfr.), 274-276, ave Napoléon Bonaparte, 92-Rueil-Malmaison. WTD in prep.

35791 — SWITZERLAND — Genuine novelty office machines, supplies, all kinds, in particular filing and accounting systems, labor-saving devices, carding systems, incl. EDP accessories, mini calculators, etc., any novel office organization article. Auto-Doppik AG, Attn: Walter Kaderli, Dir. (dist.), Bahnhofstrasse 6, 2501 Biel. WTD 6/71.

Service industry machines

35852—AUSTRIA — Window air conditioners, packaged and split-system room air conditioners for residential and commercial use; 220/380 V, 50 cycles. Oesterreichische Armaturen-A.G. (OeAG) (dist., mfr., agent), Schemmerlstrasse 66-68, A-1110 Vienna. WTD 1/72.

35852—CANADA—Household air-conditioners, room and central units. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic area. Mr. S. Chahyne, Export Mgr., CANFICORP Overseas Projects Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

35860—NETHERLANDS — Measuring, dispensing pumps. Exclusive representations. Industrie en Handelsonderneming Arnold van den Born (importer, dist., mfr.), Industrieterrein, P.O. Box 4, Smilde, Drente. WTD 3/72.

35892—CANADA—Home water purification equipment. Robert-Murray Investments Ltd. (importer), 2327 Baseline Rd., Ottawa, Ontario K2C OE2. WTD in prep.

Electric transmission, distribution equipment

36110—GERMANY — Electro-analytical instruments. Prices c.i.f. Hamburg or Bremen. Techmation GmbH (importer, dist.), 34 Harffstrasse, 4 Duesseldorf. WTD 3/72.

36112—ISRAEL—Test/measuring equipment for electronic industry such as signal sources, oscilloscopes, meters, DVM's, etc. Exclusive agency/distributorship. M.R.B.D. Industries (importer, dist., agent), 59 Bialik St., Ramat-Gan. WTD in prep.

36112—ITALY—Test equipment for testing electrical radio and communication circuits, motors. Ing. Filippo Scozia & C. (agent, technical consultant), Via Piazzi 5, 10129 Torino. WTD 3/72.

36112 — SWITZERLAND — Advanced testing instruments for electronics, metalworking industries. Dumaco AG, Attn: Mr. G. Manta, Dir. (dist., mfr.), Elfenaustrasse 3, 2500 Biel. WTD 3/72.

36112—SWITZERLAND — Test instruments for communication apparatus. Tig Bicord AG (dist., mfr.), 6301 Huenenberg–Cham, Canton Zug. WTD 12/71.

36122—PAKISTAN—Power transformers. Requests catalogs, quotations, C. & F., Karachi. Johnson & Phillips (Pakistan) Ltd. (importer, agent), P.O. Box 3603, Sind Industrial Trading Estate, Karachi-16. WTD 2/72.

Electrical industrial apparatus

36210 — SWITZERLAND — Miniature, high-speed stepping motors for digital motions. Dumaco AG, Attn: Mr. G. Manta Dir. (dist., mfr.), Elfenaustrasse 3, 2500 Biel. WTD 3/72.

36216 — PAKISTAN — Generating sets; portable, stationary. Requests catalogs, quotations C. & F., Karachi. United Traders (agent), Haroon Chambers, Altaf Husain Rd., Karachi. WTD in prep.

36216—TAIWAN—Parts, supplies for motors, generators, motor-generator sets. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Road, Kusan District, Kaohsiung. WTD 9/71.

Household appliances

36311—CANADA — Electric household ranges, ovens. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic area. Mr. S. Chahyne, Export Mgr., CANFICORP Overseas Project Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

36321—CANADA — Electric household refrigerators, combination refrigerator-freezers. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic area. Mr. S. Chahyne, Export Mgr.; CANFICORP Overseas Projects Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

36322—CANADA—Home freezers, electric. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic area. Mr. S. Chahyne, Export Mgr., CANFICORP Overseas Projects Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

36331—CANADA — Household washing machines, both wringer-type, fully or semi-automatic. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic area. Mr. S. Chahyne, Export Mgr., CANFICORP Overseas Projects Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

36343 — CANADA — Frying pans, deep fat fryers, pressure cookers, food mixers, juicers, knives, steam irons. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic

area. Mr. S. Chahyne, Export Mgr., CANFICORP Overseas Projects Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

36343—THAILAND—Baby nursery bottle warmers, sterilizers. Requests literature, export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

36350 — CANADA — Household vacuum cleaners. Specifications both 220 volts 50 cycles and 110 volts 50 cycles. Will act as manufacturers' agent, pay cash to supplier, ship out of U.S., provide financing for 22 dealers in Iran, Arab countries of Near, Middle East. Only interested in brands not now represented in this geographic area. Mr. S. Chahyne, Export Mgr., CANFICORP Overseas Projects Ltd. (importer, dist., exporter), 1 Place Ville Marie, Rm. 2440, Montreal 113, P.Q. WTD in prep.

Radio, television receiving sets

36510—HONG KONG—Hi fi Equipment. Mohan's Ltd. (importer, retailer), 14-16 Hankow Rd., P.O. Box K-5060, Kowloon. WTD 8/71.

Communication equipment

36612—CANADA—Telephone answering equipment. Robert-Murray Investments Ltd. (importer), 2327 Baseline Rd., Ottawa, Ontario K2C OE2. WTD in prep.

36612—TAIWAN—Telegraph apparatus, equipment. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

36621 — SWITZERLAND — Radiotelephones, ISB/SSB, HF, VHF, UHF, citizenband. Tig Bicord AG (dist., mfr.), 6301 Huenenberg-Cham, Canton Zug. WTD 12/71.

36622—ITALY—Radio, television broadcast equipment, closed circuit systems. Ing. Filippo Scozia & C. (agent, technical consultant), Via Piazzi 5, 10129, Torino. WTD 3/72.

36623 — ITALY — Intercommunication equipment, electric alarm and signal systems, devices. Ing. Filippo Scozia & C. (agent, technical consultant), Via Piazzi 5, 10129 Torino. WTD 3/72.

36623 — SWITZERLAND — Alarm devices; burglar alarms. Tig Bicord AG (dist., mfr.), 6301 Huenenberg-Cham, Canton Zug. WTD 12/71.

36624—THAILAND—Radar and navigational aids, electronic. Requests catalogs with full technical data; export price list. Saha Kasem Co., Ltd. (importer, dist., agent), 79 Rambutri/Chakrapong Rd., Banglampoo, Bangkok. WTD 12/71.

36625—SWITZERLAND — Sonar equipment; radars for airports, ships. Tig Bicord AG (dist., mfr.), 6301 Huenenberg-Cham, Canton Zug. WTD 12/71.

36625—TAIWAN—Marine radars. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

Electronic components, accessories

36740—ISRAEL—Semi-conductors, integrated circuits; transistors; diodes, for industrial, other uses. Exclusive agency/distributorship. M.R.B.D. Industries (importer, dist., agent), 59 Bialik St., Ramat-Gan. WTD in prep.

36741 — ITALY — Integrated microcircuits. Ing. Filippo Scozia & C. (agent, technical consultant), Via Piazzi 5, 10129 Torino. WTD 3/72.

36790—GERMANY — Passive electronic components. Prices c.i.f. Hamburg or Bremen. Techmation GmbH (importer, dist.), 34 Harffstrasse, 4 Duesseldorf. WTD 3/72.

36790—ISRAEL—Capacitors, resistors, coils, switches, connectors, etc. for industrial, other uses. Exclusive agency/distributorship. M.R.B.D. Industries (importer, dist., agent), 59 Bialik St., Ramat-Gan. WTD in prep.

36795—GERMANY—Parts, attachments for use in connection with printed circuit board fabrication. Exclusive agency. EL-ME-TE Ges. f. Elektronik und Messtechnik Hoeller oHG (dist., mfr.), 13 Am Boettcherberg, 506 Bensberg. WTD in prep.

Motor vehicles, equipment

37141—FRANCE—Clutches, discs, facing assemblies for automotive vehicles. Société Jamex (importer, dist., agent), 1, ave. du 8 Mai 1945, 93-Le Bourget. WTD in prep.

37141—NEW ZEALAND — Accessories and electrical equipment for motor vehicle use. Sole New Zealand agencies sought by company with extensive sales outlets to new vehicle manufacturers and assemblers, to retail trade. Joseph Lucas (N.Z.) Ltd., Attn; M. M. Goldstone, Gen. Mgr. (importer, dist., agent), Private Bag, Auckland. WTD 3/72.

Ship building, repairing

37321 — FRANCE — Inboard motorboats up to 60 ft. C. P. B. (agent, real estate), 19, rue de l'Ecole Polytechnique, 75-Paris 5. WTD in prep.

37323 — TAIWAN — Life boats. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

Motorcycles, bicycles, parts

37510—THAILAND—Baby bikes. Requests catalogs; export price list. Chang Hah Lee & Co. (importer, dist.) 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Transportation equipment

37910 — CANADA — House trailers. Robert-Murray Investments Ltd. (importer), 2327 Baseline Rd., Ottawa, Ontario K2C OE2. WTD in prep.

Engineering, laboratory, scientific research instruments

38111—TAIWAN — Navigation instruments including compasses, sextants. Chen Shang & Co., Ltd. (importer, agent, exporter), 99 Pin-hai 1st Rd., Kusan District, Kaohsiung. WTD 9/71.

38112—SWITZERLAND — Laboratory, scientific testing instruments for electronics, metalworking, other industries incl. pollution control instruments. Dumaco AG, Attn: Mr. G. Manta, Dir. (dist., mfr.), Elfenaustrasse 3, 2500 Biel. WTD 3/72.

Instruments for measuring, controlling, indicating physical characteristics

38213—THAILAND—Industrial control apparatus; e.g., chlorinators, dosimeters, flow meters, etc. Requests catalogs with full technical data; export price list. Saha Kasem Co., Ltd. (importer, dist., agent), 79 Rambutri/Chakrapong Rd., Banglampoo, Bangkok. WTD 12/71.

Optical instruments, lenses

38310—HONG KONG—Binoculars. Mohan's Ltd. (importer, retailer), 14-16 Hankow Rd., P.O. Box K-5060, Kowloon. WTD 8/71.

Surgical, medical, dental instruments

38423—FRANCE—Safety shoes. Société Baudou (importer, dist., mfr.), 33-Les Eglisottes. WTD in prep.

38430—FRANCE—Dental supplies. Direct Services (dist., agent), 11, ave. Valdiletta, 06, Nice. WTD in prep.

Photographic equipment, supplies

38610—HONG KONG—Cameras. Mohan's Ltd. (importer, dist., retailer), 14-16 Hankow Rd., P.O. Box K-5060, Kowloon. WTD 8/71.

38612 — SWITZERLAND — Photocopying machines. Büro Meier AG, Attn: Mr. Meier, Sen. (dist., retailer), Löwenstrasse 19, 8001 Zurich. WTD in prep.

38614—FRANCE—Cartridge (roll) microfilm readers, printers. AGFA-GEVAERT-Division Equipement des Entreprises (importer, dist., mfr.), 274-276, ave. Napoléon Bonaparte, 92-Rueil-Malmaison. WTD in prep.

Watches, clocks, parts

38710—HONG KONG—Watches. Mohan's Ltd. (importer, dist., retailer), 14-16 Hankow Rd., P.O. Box K-5060, Kowloon. WTD 8/71.

Toys, amusement, sporting goods

39410—NORWAY—Engines for model airplanes; craft and hobby kits, sets. Modell-Hobby (importer, retailer), Skovveien 27, Oslo 2. WTD in prep.

39430 — THAILAND — Baby carriages. Requests catalogs; export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

39490—HONG KONG—Sporting goods suitable for sale in department store. Mohan's Ltd. (importer, dist., retailer), 14-16 Hankow Rd., P.O. Box K-5060, Kowloon. WTD 8/71.

39492—FRANCE—Golf clubs, balls. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

39493—FRANCE — Water skis; snow skis; skiing equipment; diving equipment. Pic Nic Store (SARL) (importer, dist.), 113, av. Paul Vaillant Couturier, 94–Vitry-sur-Seine. WTD in prep.

Pens, pencils, office, artists' materials

39550—THAILAND—Spirit carbon paper, ribbon for typewriters, adding machines. Nam Thong Business Machines Co., Ltd. (importer), 505/1 Petchburi Rd., Opp. Hollywood Theatre, Bangkok. WTD in prep.

Costume jewelry, novelties, buttons, notions

39642—THAILAND—Baby diaper pins. Requests samples; export price list. Chang Hah Lee & Co. (importer, dist.), 211-211/1 Chakrapaddipong Rd., Bangkok. WTD in prep.

Future Construction Abroad

AFGHANISTAN — The Royal Afghan Ministry of Communications is considering plans for a **microwave link and a tropospheric scatter link.** The microwave link will be from Torcham to Jelalabad, Kabul and Kandahar (120-300 channels), and the troposcatter link between Dalhousie (India) and Jelalabad, Afghanistan (1KW 6 to 12 channels) the distance being 540 kilometers. In addition the Ministry plans to expand the telephone network in Kabul by 4,000 lines, and a mobile automatic telephone exchange for 1,200 lines. Write directly to the Royal Afghan Ministry of Communications, Kabul, Afghanistan.

MEXICO—A $22 million World Bank loan will help to finance development of **tourist facilities in the Ixtapa-Zihuatanejo area** of Guerrero State. Responsibility for the project has been assigned to the Fondo de Promocion de Infraestructura Turistica (INFRATUR), a trust of the Federal Government in the Bank of Mexico, which will call for bids in about a month. Plans call for the construction of an airport capable of handling jumbo jets, a hotel complex, two eighteen-hole golf courses, shopping centers, a marina, and residential areas. A water purification plant, and sewage disposal will be constructed. No sewage will flow into the sea.

KOREA—Seoul National University (SNU), plans to embark on a ten-year development plan (1972-81), the major part of which is to **build a new campus.** For additional information contact Mr. Hoon-Sup Lee, Director, Construction Headquarters, Seoul National Univ., 31 Dongsungdong, Chongro-ku, Seoul.

ICELAND—The National Power Co. (Landsvirkjun) will ask for tenders on the three-turbine, 150 MW. **Sigalda Hydroelectric project.** Preliminary information is available on a loan basis from U.S. Department of Commerce, Business Opportunities Division, BDC-584, Room 4813, Washington, D.C. 20230. Interested U.S. firms may wish to contact Landsvirkiun directly at Sudurlandsbraut 14, Reykiavik. Financing for Sigalda has not been set.

ITALY—The Municipality of Milan will issue a call for bids for two city **garbage incineriators** soon. Each incinerator will have three 300-ton-capacity furnaces. Another call for bids for another incinerator will be issued in 1973. Interested firms are urged to contact the City Garbage Division at: Direzione, A.M.N.U., Vio Olgettina 25, 20132 Milano.

VENEZUELA — Corpozulia, the Industrial Development Agency for the State of Zulia, is planning the construction of a **small shipyard** to build 100-150 m.t. fishing boats in Cabimas. Write: Ing. Gustavo Yelamo, Project Officer, Corpozulia, Ed. Caja Popular, Ave. 4, Maracaibo.

NEW ZEALAND—A Government Committee has prepared a report on the **development possibilities in the West Coast Region of South Island.** The report confirms possibilities for coking coal, wood products and processed ilmenite. A copy of the report and the covering message from the American Embassy in Wellington (A-263, Nov. 11) are available from the Trade Opportunities Staff, BDC-584, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.

THAILAND—Under Thailand's third Five-Year National Development Plan, the Telephone Organization of Thailand plans a major **nationwide telephone network improvement** and expansion project, which will cost about $146 million. Interested American firms may obtain additional information from: Chamroon Wacharaphai, Director, Telephone Organization of Thailand, Ploenchit Rd., Bangkok.

SPAIN—The Minister of Air has announced that a **new international airport for Bilbao** will be installed at the site of the existing airport in Sondica. Contracting Authority/Contact: Direccion General de Infraestructura, Ministerio del Aire, Madrid. Contracts for civil works will be awarded only to companies with domicile and registered in Spain. U.S. contractors with specialized capacities may wish to enter into joint ventures with Spanish contractors.

COLOMBIA—The Board of Directors of the Empresas Publicas de Medellin will move ahead with the second phase of the Guatape Hydroelectric project. Financed by a World Bank Loan, a call for bids will be published this month. A translation of the Board's decision and other information is available from the Trade Opportunities Staff—BDC—584, U.S. Department of Commerce, Washington, D.C. 20230.

CANADA — Continental Oil Co. of Houston plans to build a $60 million **deepwater oil terminal** at "Saint John Deep" on the outskirts of Saint John, New Brunswick to serve as a transshipment point for crude oil from the Middle East. Plans are also under study for a $160 to $180 million refinery that would produce about 200,000 barrels a day. Like Halifax and the Canso Strait area, Saint John has a deeper water area than any on the U.S. east coast, with the possible exception of Machiasport, which does not have the port infrastructure the three Maritimes ports have.

SUDAN—The Ministry of Industry and Mining plans to establish a **third sugar cane factory** A tender for construction of the factory is expected in the near future. Copies of the plans are available, on a loan basis, from the Trade Opportunities Staff, BDC-584, Rm 4813, U.S. Department of Commerce, Washington, D.C. 20230.

TURKEY—The Directorate of State Hydraulic Works (DSI), Ankara, is seeking a World Bank credit to cover $60.6 million foreign exchange costs for a new lower Ceyhan-Aslantas dam project. The project covers irrigation of 138,351 hectares, flood control of 38,000 hectares, an earthfill dam, and a 3XMW installed capacity power plant. Master plan and feasibility study was made by International Engineering Co., San Francisco, Calif. DSI will buy turbines of 176.5 r.p.m., with discharge of 90 cubic meters per second; generators 56 of m.v.a., 13.8 ks and various types of construction equipment.

FINLAND—Valmet Oy has begun construction of a **new shipyard** in the outskirts of Helsinki at Vuosaari. With a capability of up to 100,000 d.w.t., the yard will concentrate on ships in the 20,000—30,000 g.r.t. class, principally roll-on, roll-off types. The entire project, costing about Fmk 180 million (Fmk 4.10 = U.S. $1.00), is to be completed in late 1973.

Most of the machinery and equipment will be supplied locally, but final decisions have not yet been made and special pumps and compressors, for example, may well be purchased from the U.S. Write: Mr. R. Ilves, Manager, Valmet Oy Helsinki Shipyard, Katajanokka, 00160 Helsinki 16.

MALAYSIA—Shell Refining Company (F.O.M.) Bhd. will construct a **second oil refinery complex** at Port Dickson on Malaysia's west coast. A spokesman for Shell told the U.S. Embassy at Kuala Lumpur that although details of the design and financing are still under study, all financing for the $80 million project will be handled by Shell International.

PERU—Petroleos del Peru (Petroperu), the state-owned oil company, has announced that a new 50,000-barrel-per-day refinery will be started in 1973. Strong foreign competition can be expected, especially from the Japanese and Italians. Interested U.S. firms may contact: Petroleos del Peru, Ave. Central 717, San Isidro, Lima, Peru, or Petroleos del Peru, Purchasing Office, 6065 Hillcroft Ave., Suite 608, Houston, Texas, 77036.

IVORY COAST—U.S. firms are needed as associate contractors for a vertically-integrated **$63 million sugar plantation and processing project.** Interested U.S. firms should contact Robert Temple, Executive Vice President, Lang Engineering, 299 Alhambra Circle, Coral Gables, Fla., (305-446-8561). Work on the site is expected to begin in June.

JAMAICA—Plans are now before the Ministry of Local Government for a **three-phased development of the downtown Kingston commercial area** to complement work being done in the redevelopment of the Kingston Waterfront. The project was conceived by the Mayor of Kingston, Eli Matalon, and master plans were prepared by Peter Soares of Peter Soares and Assoc., 181 Mountain View Ave., Kingston 6.

USSR—Construction is under way on a new **automobile piston plant,** Motordetal, in the outskirts of Kostroma, with production set for 1974. All production processes to be mechanized and automated with advanced technology. U.S. firms may contact: Avtopromimport, Pyatnitskaya Ulitsa 50/2, Moscow ZH-17, or the Commercial Sect., Embassy of USSR, 1125 16th St. NW., Washington, D.C. 20036.

AUSTRALIA — The managing director of the Broken Hill Proprietary Co. recently announced that an expansion program covering the next eight years could amount to $3,500 million (Aust.). At least $100 million (Aust.) of this will be spent on pollution control. Proposed moves include: (1) expansion of steel making capacity at Port Kembla. (2) steel plant at Kwinana, Western Australia. (3) increasing iron ore consumption from ten to seventeen tons per year. (4) development of two new coal mines

in New South Wales plus active exploration for coal throughout Queensland and New South Wales. (5) possible construction of a second ferro alloy plant. (6) increases in rolling capacity, particularly through the Westernport project. (7) major increases in shipping, including construction of two new product carriers and possibly four 105,000-ton bulk iron ore carriers at Whyalla.

VENEZUELA—The Ministry of Development will soon call for bids for the local assembly of an **economical public transportation vehicle** to be used on fixed routes in urban areas. The ideal vehicle would be an eight to twelve passenger van, limousine or "mini-bus" which could be assembled in Venezuela using a large percentage of locally manufactured parts. Interested U.S. firms should contact: Dr. Luis Enrique Scarcioffo, Ministerio de Fomento, Torre Sur, 40. Piso, Centro Simon Bolivar, Caracas, Venezuela.

THAILAND—The Thai Metallurgical Industries Co., Ltd., Bangkok, recently received from the Board of Investment of Thailand preliminary approval to construct an **integrated iron and steel plant.** The Thai Government is now studying the firm's proposal in depth to determine whether to issue the firm a promotion certificate. According to the firm's plans, the proposed iron and steel mill, which could eventually involve an investment of over $500 million, will be developed in five stages starting in 1976 and running through 1985. Thai Metallurgical Industries Co., a registered Thai company, is representing certain Thai, Australian and German interests for this project. The Australian interests are reportedly the Broken Hill Proprietary Co., Ltd. (BHP), of 500 Bourke St., Melbourne, Victoria, 3000 Australia; and the German counterpart is Thyssen Stahlunion, 4000 Dusseldorf-1, Breitesstr. 31, West Germany. The Thai interests are represented by Chow Kwanyun of Thai Oil Refinery Co., Ltd., 3 Patpong Rd., Bangkok. It is possible that other nationalities have also been invited to participate. American firms interested in supplying machinery, equipment, industrial controls and instruments and specialized engineering services can write to: Thai Metallurgical Industries Co., Ltd., c/o Thai Oil Refinery Co., Ltd., Attn: Mr. Chow Kwanyun, 3 Patpong Rd., Bangkok.

JAPAN—Sumitomo Shoji has disclosed a new **LNG Project in Continental Shelf off Northwestern Australia** to be undertaken jointly with an unnamed U.S. firm. Sumitomo is soliciting offers from U.S. firms for equipment, services, and tankers. Contact: Mr. Yasuo Taashima, LNG Development Staff Office, Sumitomo Shoji Kaisha, Ltd., New Sumitomo Bldg., 2-2 Hitotsubashi 1-Chome, Chiyoda-ku, Tokyo 100, Japan (tel: 217-7919).

ANGOLA—According to the local technical engineer of Marconi, a **satellite communications system** is to be installed in the following centers: Lisbon, Luanda and Lourenco Marques. Interested U.S. bidders may write to: Companhia Portuguesa Radio Marconi, Praca Marques de Pombal, 15-4 Andar, Apartado 2778, Lisbon 2, Portugal.

CYPRUS—The Kermia Co., Ltd., P.O. Box 4510, Nicosia, plans to build a **300-room, four-or five-star hotel** on a two-acre plot in Nicosia. The total cost of the project is expected to be about $4 million.

CANADA — The Montreal Catholic School Commission has announced that it will spend C$118 million on **school construction and renovation** over the next five years. Tenders will be public and bids will be accepted from U.S. firms.

The Commission's policy is to contract with local firms whenever possible, but much of the equipment normally comes directly from the United States. Tender calls will be published and bids will be accepted from any bidder meeting the specifications. Interested U.S. firms may write directly to: Mr. Sylvio de Grandmont, 3737 Sherbrooke St., East, Montreal.

FRANCE — Numerous projects have been announced recently, including: An **office development project** near the Eiffel Tower, **two large office buildings** in Paris, and a **business center in downtown Nice,** on the French Riviera. Write: Roland Tortochaux, Societe Bourdais-Weatherall, 162, Blvd. Haussmann, 75–Paris 8e. An **international conference hotel and commercial center** in Paris. Write: Mrs. Bernadette Stengel, Centre International de Paris, 24 Blvd. Pershing, Paris 17 (tel. 755-7485).

An **apartment and office building** project in downtown Paris. Write: Pierre Basuyaux, Sec. Gen., COSEMIC, 71, Quai National, Paris.

Opening or expanding **airports** at: **Dieppe**—Chambre de Commerce et d'Industrie, 2 Blvd. de la Liberation, 76-Dieppe (Seine Maritime). **Carcassonne-Salvaza**—Dhambre de Commerce, 5 Rue Aime Ramon, 11 Carcassonne (Aude). **Quiberon (Brittany)**—Mairie de Quiberon, 56-Quiberon (Morbihan). **Toussus-le-Noble, Pontoise, Coulommiers and Melun-Villaroche** (small airfields in the Paris area) and the new Paris airport at Roissy-en-France — Louis Bonnaves, Aeroport de Paris, Direction de l'Equipement, P.O. Box 103, 94 Orly Aeroport (tel. 587-5141, ext. 3431).

Five **model cities** near metropolitan Paris: **Evry**—Elio Boulakia, Etablissement Public d'Amenagement, de la Ville Nouvelle Evry, Ave. de la Prefecture, 91-Evry (tel. 497-3373). **Cergy-Pontoise**—M. Cressent, Ville Nouvelle de Cergy-Pontoise, Etablissement Public d'Amenagement, B.P. 47, 95-Pontoise (tel. 464-2393). **Melun-Senart** — Mme. Jeanne Le Floch, Mission d'Etudes et d'Amenagement, de la Ville Nouvelle de Melun-Senart, La Grange-la-Prevote, 77 Savigny-le-Temple (tel. 438-5678). **Saint-Quentin-en-Yvelines**—Etablissement Public d'Amenagement, de la Ville Nouvelle de Saint-Quentin-en-Yvelines, 78-Buloyer. **Marne-la-Vallee**—Marcel Lemaistre, Mission d'Amenagement de Marne-la-Vallee, Parc de Noisiel, 77-Noisiel (tel. 957-4743).

KOREA—The Asian Development Bank will loan the Korean Government $22 million to help finance a **multi-purpose dam at Andong.** The ADB loan will be used to procure services and equipment not available locally. Contact the project office: Mr. Ahn, Kyung Mo, President, Korea Water Resources Development Corp., #11-3, Chung-dong, Chongno-ku, Seoul.

PORTUGAL—The National Steel Mill (Siderurgia Nacional) has presented to the Government its expansion plans up to 1980. The mill has a production monopoly for Metropolitan Portugal and benefits from special duty exemptions on imports of equipment and raw material for a 15-year period beginning in 1967. Further information on the expansion program may be obtained by writing to: Siderurgia Nacional SARL, Rua Braamcamp 7, Lisbon, Portugal.

NORWAY—According to press reports, agreement has been reached in principle between Norsk Hydro and Norsk Braendselolje to pool resources for the construction of an **oil refinery** at Mongstad, near Bergen. The oil refinery is the first stage of a gigantic industrial complex planned by Hydro for the Mongstad area. The company's ten-year plan includes a plant for the production of aluminum oxide from bauxite and an aluminum smelter. Longer range plans envisage a petrochemical plant and a magnesium plant. A number of problems stand in the way of this ambitious plan, however, not the least of which is a parliamentary limitation on electric power consumption.

PERU—The Government of Peru established a new agency, Jan. 25, Empresa Estatal Industrias del Peru (INDUPERU), to implement the National Development Plans for 1971-75. The Peruvian Government-controlled Development Finance Corp., COFIDE, was established March 18, 1971 to promote new industries in Peru through loans, financing and warrantees. The Government has charged INDUPERU with developing the following projects: The Nazca steel plant project; copper and alloy sheet rolling; sheet rolling of other non-ferrous metals; machine tools for distortions; machine tools for carpentry; drills, drill bits and trepans; compressors, agricultural tools and machinery; sodium carbonate, and bagasse processing. Consulting contracts may be available to U.S. contractors through INDUPERU and COFIDE in association with Peruvian consulting firms and foreign participation in formation of Peruvian industries may be solicited through international bids for the above and other industrial projects.

THAILAND — Engineers from Japan are preparing an engineering survey on a proposed **improved port at Songkhla.** Although the project is preliminary, if and when it is ready for implementation, there will be a need for port cargo handling equipment, including cranes and forklifts. American firms interested in this project should write direct to: Senior Lt. Buncha Boonyapukana, Secretary of the Harbor Dept., Yotha Rd., Talad Noi, Bangkok.

USSR—*Pravda* announced on March 9 that construction was under way on a new **Nizhnekamskiy tire plant,** which will use rubber from the Nizhnekamskiy petro-chemical combine. The new plant will be equipped with mechanized shops and is scheduled for production in 1973. Inquiries may be directed to Avtopromimport, Pyatnitskaya Ulitsa, 50/2, Moscow ZH-17, or to the Commercial Sect., Embassy of USSR, 1125 16th St. NW., Washington, D.C. 20036.

VENEZUELA—Plans for the construction of a 12-million-bolivar **fishing terminal in Maracaibo** by the Zulia Regional Development Corp. have been completed. Write to: Dr. Fernando Chumaceiro Ch., President, Corporacion de Desarrollo de la, Region Zuliana (Corpozulia) Edificio Caja Popular, Avenida 4 (Belle Vista), Maracaibo, Estado Zulia (Venezuela).

FINLAND—Pekema Oy, Teollisuuskatu 29, P.O. Box 16, 00511 Helsinki 51, is considering construction of facilities to manufacture 70,000 tons of **high density polyethylene** per year. Construction is planned to begin in 1973, costing about Fmk 130 million. Further in the future are plans for doubling its present capacity for polyvinyl chloride and low density polyethylene and for the production of polypropylene.

TOGO—Three tourism projects slated for the Lome area include: *Hotel de la Paix*—an international class hotel with 248 rooms to be built at a cost of more than $3 million. Three French firms will actually build the hotel. *Tourist Bungalows*—Adjacent to the beach area about 12 miles east of Lome, private West German interests in partnership with the semi-autonomous Togolese Office of Agricultural Products—OPAT (the marketing board of Togo)—are funding a $2.7 million project which involves the construction of 180 air-conditioned bungalows. *The American Villas Project*—A group of individual American investors has expressed interest in building a group of small villas or vacation houses along the beach area several miles east of Lome. The initial undertaking would include the construction of one hundred small villas with recreational and other facilities.

SOUTH AFRICA — According to the *Cape Times* of Feb. 14, the massive contract for the second stage of the extensions to Table Bay Harbour has been awarded by the South African Railways and Harbours (SAR and H), to a consortium of Christiani and Nielsen (Pty.) Ltd., Cape Town, and the South African subsidiary of Hollandsche Aanneming Maatschappij (HAM), operating company of the Amsterdam-based Hollandsch Beton group.

KENYA—The Government is about to commence a $48 million **road and bridge construction program**. Any major civil engineering contractor not already registered for road construction works and desirous of participating in this program, is invited to apply for prequalification forms to: The Chief Engineer (Roads), Ministry of Works, P.O. Box 30230, Nairobi, Kenya.

BRAZIL—The call for bids on the $120 million **Petrobras refinery** planned for Curitiba, Parana is expected this summer. Write: Haylson Oddone, Chefe da Divisao de Refinacao e Petroquimica, do Departamento Industrial, Petrobras, Avenida Presidente Vargas 583, 17°, Rio de Janeiro, GB, or Petrobras, 1212 Avenue of the Americas, New York, N.Y. 10036 (212-586-2650).

PHILIPPINES—Maria Cristina Chemical Industries, Inc. (MCCI) plans to put up a P42 million ($6.6 million) **ferrosilicon plant in Iligan City**, Philippines. The project would require approximately $3 million in imported equipment, preferably Norwegian (furnaces and accessories) and American (materials handling and transportation equipment). A large Japanese trading firm has reportedly also offered to supply equipment to tie-up with the marketing agreement on attractive terms. However, MCCI has not made any definite commitment on the proposal and would welcome other offers, both on the marketing tie-up and the supply of goods. Interested American firms may write to Ricardo P. Guevara, Pres. and Gen. Mgr., Maria Cristina Chemical Industries, Inc., Makati Stock Exchange Building, Ayala Ave., Makati, Rizal, Philippines, P.O. Box 473, Makati, Rizal D-708.

NEW ZEALAND—The New Zealand Forest Service plans to invite worldwide proposals for **long-term cutting rights and the development of industries in major beech forest areas** in the South Island during 1972. The Forest Service has announced that the closing dates for proposals will give interested parties time to make thorough feasibility studies before submitting tenders. Should acceptable proposals be received, a decision on the most suitable will be made before the end of 1973. A copy of the press clipping from the *Christchurch Press, Nov. 19, 1971* is available from the U.S. Department of Commerce, Office of Business Service, Trade Opportunities Staff BDC-584, Washington, D.C. 20230.

THAILAND—The National Economic Development Board and the Southern Development Committee are planning to **develop tourist resorts in the southern provinces**. American firms interested in establishing hotels, transport services, entertainment and amusement centers, or other public facilities, and in selling equipment or services may obtain additional information from: Lt. General Chalermchai Charuvastr, Tourist Organization of Thailand, Mansion 2, Rajdamnern Ave., Bangkok.

MEXICO—The Federal Electricity Commission has called for **registration of contractors** interested in bidding on projects to be carried out in 1972. Foreign bidders may participate when the characteristics of the projects and origin of the financing make it necessary, and they are from countries that are members of the World Bank. Forms for registration can be obtained from: Ing. Jose Aguilar, Sub-Director, Direccion General de Inspeccion, Secretaria del Patrimonio Nacional, Insurgentes Sur No. 552-2° piso, Mexico, D. F. The registration form should be accompanied by a certified check for $12.

MALAYSIA—The Rajang Port Authority, c/o Kuching Port Authority, P.O. Box 530, Kuching, Sarawak, proposes to invite tenders from prequalified contractors for the **Sibu port expansion project**. The construction of the project will be financed in part by a $3.5 million loan from the Asian Development Bank. The Authority expects to invite tenders in July and to award the contract in late 1972 or early 1973. Contractors interested in prequalification to tender, specifically for: the main construction contract; the nominated subcontract for electrical installation, are invited to apply to the Chairman, Rajang Port Authority or to the Authority's consulting engineers: Sir Bruce White, Wolfe Barry & Partners, Douglas House, 16-18 Douglas St., London, S.W.1. Applications for prequalifications must be submitted by May 16.

VENEZUELA—The Corporacion Venezolano de Petroleo (CVP) will open bidding within a few weeks on a project to construct **desulphurization facilities** for its small refinery at Moron. Contact Leonardo Moleiro, Director for International Negotiations, Corporacion Venezolano de Petroleo, Apartado 14057, Caracas.

THAILAND—The Land Transport Department, Ministry of Communications, Royal Thai Government, has drawn up a $400 million plan for a **rail rapid transit system** within the metropolitan area of Bangkok and Thonburi. Interested U.S. firms may correspond with: Dr. Gun Nagamati, Dep. Dir. Gen., Dept. of Land Transport, Ministry of Communications, Rajdamnern Ave., Bangkok.

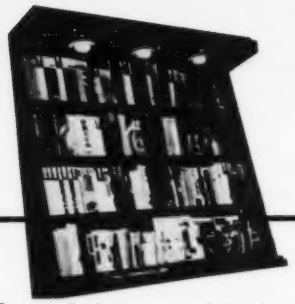
SINGAPORE—There are plans to mechanize the cleaning of the streets and public areas with sweepers where it will be more efficient and more economical. The bid problem lies in the disposal of the refuse collected. The Government is considering both incineration and compaction as alternative methods of refuse disposal, because the government is running out of land for the present landfill system. A **S$25 to S$30 million incinerator** that can burn up to 1,000 tons of refuse a day, and that would be fitted with sophisticated air pollution control equipment is being considered. Interested U.S. firms should contact: Lee Ek Tiang, Permanent Secretary, Public Health Division, Ministry of Health, Palmer Rd., Singapore 2, Republic of Singapore.

Visiting Buyers And Officials

INDIA—Anand K. Sethi, General Manager, SMS Associates, D-247 Defence Colony, New Delhi 3, interested in joint ventures for **manufacture of electronic products** in India such as computer peripheral equipment, silicon controlled rectifiers, process control systems, optoelectronic devices, transducers, electronic gauges and surface roughness test equipment, I.C. transistor and crystal sockets, and in representing U.S. manufacturers of electronic equipment and components such as ferrite cores and memories, microwave components and equipment, transducers, I.C. and transistor sockets, light emitting diodes, electronic test and measuring equipment, environmental test equipment. March 10 via New York for four weeks. c/o Pollett, 3615 W. Marquette Rd., Chicago, Ill. 60629 (312 LU2-3662). Itinerary: Chicago, New York, Los Angeles, San Francisco, Milwaukee, Detroit. WTD in preparation.

NETHERLANDS—W. K. Hoppe, Manager, ADD NV., Anglo-Dutch Traders, P.O. Box 1404, Amsterdam, interested in acquiring exclusive representation from U.S. manufacturers of **hospital supplies and equipment, excluding laboratory equipment**. April 3 via New York for three weeks. c/o U.S. Department of Commerce Field Offices in various cities. Itinerary: 4/3-4 New York, 4/5-10 Philadelphia, 4/11-14 Denver, 4/14-18 Seattle, 4/19 St. Louis, others as required. WTD in preparation.

NEW ZEALAND—J. Graham Clendining, Mosgiel Woolens Ltd., Private Bag, Dunedin, interested in **importing soft furnishings of cotton/synthetic fiber and in exporting hand knitting yarns and wool curtains**. April 14 via San Francisco for four weeks. c/o New Zealand Consulate General, Suite 530, 630 Fifth Ave./New York, N.Y. 10020. Itinerary: San Francisco, New York on May 10. WTD in preparation.



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OFFICE OF THE SECRETARY

33rd Annual Report of the Foreign Trade Zones Board to the Congress of the United States, Fiscal 1971. 54pp. 35¢.

Export control. 98th quarterly report, 4th quarter 1971, by the Secretary of Commerce to the President, the Senate, and the House of Rep. 66pp. 35¢.

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BUREAU OF DOMESTIC COMMERCE

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BUREAU OF ECONOMIC ANALYSIS

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Survey of current business. 50th anniversary issue. The economic accounts of the United States: Retrospect and prospect. Vol. 51, No. 7, Part II. Annual subscription, including weekly statistical supplement $9 ($3.75 more for foreign mailing). Single copy $1. Anniversary issue $2.50.

BUREAU OF THE CENSUS

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Annual survey of manufactures—special geographic supplement to 1962–64 data on—book value of fixed assets and rental payments for buildings and equipment (M65(AS)-6). 80pp. $1.

Annual survey of manufactures: 1970—general statistics for industry groups and industries (M70(AS)-1). 32pp. 25¢.

Construction and Housing

Housing authorized by building permits and public contracts: December 1971 (C40-71-12). Annual subscription $8 per year ($2 more for foreign mailing). Single copy $2.

Housing starts: January 1972 (C20-72-1). Annual subscription $2. Single copy 20¢.

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Summary housing characteristics for the U.S., regions, divisions, and States: 1970 (Series HC(S1)-1). 18pp. 25¢.

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Monthly department store sales in selected areas: October-December 1971 (BD-71-9). 12pp. Annual subscription $1. Single copy 10¢.

Monthly selected services receipts: January 1972 (BS-72-1). 12pp. Annual subscription $1. Single copy 10¢.

Canned food—stocks, pack, shipments: Jan. 1, 1972 (B1-72-2). 8pp. Annual subscription, including 5 issues, $1. Single copy 25¢.

Advance monthly retail sales: February 1972 (CB-72-58). 2pp. 10¢.

Weekly retail sales. Estimated sales of U.S. retail stores for week ending March 4 (CB 72-57). 2pp. 10¢.

Weekly retail sales. Estimated sales of U.S. retail stores for week ending March 11 (CB 72-65). 2pp. 10¢.

Foreign Trade

General imports—cotton manufactures: January 1972 (FT 130-72-1). 12pp. Annual subscription $1. Single copy 10¢.

Export and import merchandise: January 1972 (FT-900-72-1). Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Highlights of exports and imports: January 1972 (FT 990-72-1). Annual subscription $5 ($1.25 more for foreign mailing). Single copy 45¢.

Gold movements: January 1972 (FT 2402-72-1). Annual subscription $1. Single copy 10¢.

Governments

Finances of employee-retirement systems of State and local governments in 1970-71 (GF 71 No. 2). 24pp. 25¢.

Holdings of selected public employee retirement systems: Dec. 31, 1971 (GR 71 No. 4). 1p. 10¢.

Population

School enrollment in the United States: 1971 (Series P-20, No. 234). 4pp. 10¢.

Current Population Reports issued in Series P-20, P-23, P-25, P-26, P-27, P-28 (summaries only), P-60, and P-65 are sold as a single subscription at $14 per year, $3.50 more for foreign mailing.

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1970 Census of Population

General Social and Economic Characteristics

Utah (PC(1)-C46). 219pp. $1.50.

Census Tracts

This report presents statistics by census tract on the characteristics of the population and housing units as reported in the 1970 Census:

Boise City, Idaho standard metropolitan statistical area (PHC(1)-28). 68pp. 60¢.

Colorado Springs, Colo. standard metropolitan statistical area (PHC(1)-46). 82pp. $1.

Green Bay, Wis. standard metropolitan statistical area (PHC(1)-82). 58pp. 50¢.

Kenosha, Wis. standard metropolitan statistical area (PHC(1)-100). 64pp. 55¢.

Portland, Maine standard metropolitan statistical area (PHC(1)-164). 64pp. 55¢.

Rochester, Minn. standard metropolitan statistical area (PHC(1)-175). 64pp. 55¢.

Salem, Oreg. standard metropolitan statistical area (PHC(1)-182). 76pp. 60¢.

ECONOMIC DEVELOPMENT ADMIN.

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Economic Development. Vol. 9, No. 3. Annual subscription $1 (50¢ more for foreign mailing). Single copy 15¢.

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Environmental Data Service

Mariners weather log. Vol. 16, No. 2. Copies available to persons or agencies with a marine interest from the Environmental Data Service, Gramax Building (D54), 8060–13th St., Silver Spring, Md., 20910.

Bomex temporary archive description of available data (Tech. Report EDS 10). 316pp. $2.25.

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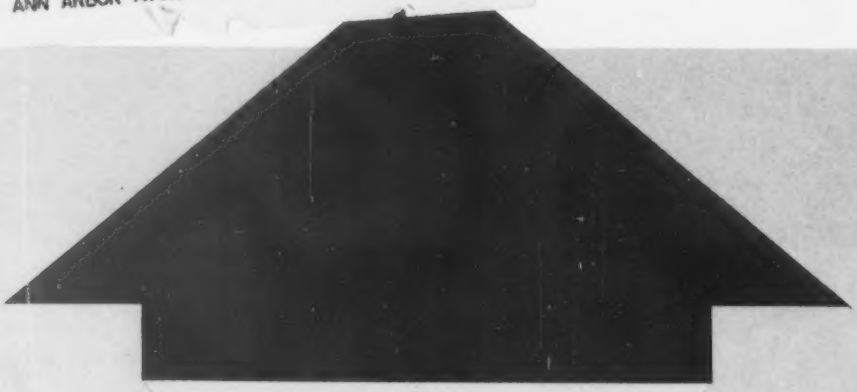

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